



## Spence Daw

Principal

NAI KLNb

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## Background & Experience

A KLNb partner and leader in the firm's Columbia office, Spence represents institutional and regional clients in leasing and sales transactions with a primary focus on the industrial and flex sector. Spence has developed a niche over the course of his career in unique projects that require a creative or adaptive approach in the I-95 corridor and DC/Baltimore submarkets. Driven to mentor and champion KLNb talent, Spence supports the firm's recruitment efforts and identifies opportunities for junior brokers to bolster their skills.

Before joining KLNb, Spence gained extensive transaction experience as a leasing and sales agent for Manekin, where he represented clients in Baltimore, DC, and surrounding counties. He earned his Bachelor's degree in Business Administration with a minor in Environmental Studies from Washington & Lee University.

## Educational Background

Washington and Lee University

BS in Business Administration (2007-2011)

London School of Economics – Managerial Finance (Summer 2009)

Loyola Blakefield High School