



Blair Graham, JD
Real Estate Advisor

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SPECIALIZATION

Tenant Representation
 Office

CLIENT RELATIONSHIPS

- Allen and Pinnix, P.A.
- Athletic Lab
- Attorneys Title
- BioLeap
- Cash Cycle Solutions
- CosTran
- Cuberis
- Cyberlux
- Gaeta & Eveson, P.A.
- Garmin
- Grancrete
- Physicians Mutual
- Sands Anderson PC
- Shoeboxed
- Signal Innovations Group
- Surya Technologies
- Systems Documentation Inc.
- Terraine
- Themis Group
- Triangle J Council of Governments
- Unicorn HRO
- Wood Jackson PLLC
- Worm Law Firm
- Zumatek

CAREER SUMMARY

Blair specializes in tenant representation for office clients throughout the Triangle, working with a wide array of companies, ranging from publicly traded firms to start-up companies. Blair utilizes his experience as an attorney to help his clients acquire and dispose of property in a way that aligns with their corporate needs. Blair helps tenants understand their options in the market and can leverage his legal skills and background in finance to negotiate transactions that generate savings to the bottom line.

Prior to joining Grubb & Ellis|Thomas Linderman Graham in 2008, Blair worked for two years as an Attorney with Nelson Mullins Riley & Scarborough LLP in Raleigh, practicing in the areas of commercial real estate, corporate law, banking and finance. During that time, Blair was involved in all aspects of a commercial real estate law practice, including the drafting and negotiation of commercial leases, purchase and sale agreements, and sophisticated loan and foreclosure documents. Blair also conducted negotiations in complex commercial transactions and litigated real estate title matters. While practicing law, Blair engaged in extensive marketing efforts in the Triangle and provided full-service client representation. Prior to practicing law, Blair was a Commercial Real Estate Intern with WCI Communities in Naples, Florida, where he focused on developing financial models for proposed real estate developments, conducted real estate market research and engaged in financial statement analysis. During this time, Blair was exposed to project management and market strategy for a publicly traded real estate developer with a market cap in excess of \$1 Billion.

EXPERIENCE

- 2008 – present: Real Estate Advisor, Grubb & Ellis|Thomas Linderman Graham
- 2006 – 2008: Commercial Real Estate Attorney, Nelson Mullins Riley & Scarborough
- Summer 2005: Summer Associate, Miller & Bryant, P.A.
- Summer 2004: Summer Associate, Fonvielle Lewis Foote & Messer
- Summer 2003: Law Clerk, Law Offices of Stephen Scott, P.A.
- Summer 2002: Commercial Real Estate Intern, WCI Communities

EDUCATION

- University of Florida – Bachelor of Science, Business Administration, Finance Major (Cum Laude)
- University of Florida, Levin College of Law - Juris Doctor (Cum Laude)
- Admitted to Practice Law, North Carolina and Florida
- Licensed Real Estate Broker, North Carolina

PROFESSIONAL AND COMMUNITY AFFILIATIONS AND RECOGNITIONS

- Member and Volunteer, Council for Entrepreneurial Development (CED)
- Member and Volunteer, Triangle Game Initiative (TGI)
- Volunteer, The Internet Summit Conference
- Co-Leader, The Summit Church Financial Care Ministry
- Small Group Leader, The Summit Church, Durham, NC
- Deacon, The Summit Church, Durham, NC