



**Blair Graham, JD**  
Real Estate Advisor  
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## RESPONSIBILITY ON THE TEAM

Blair specializes in tenant representation for office clients throughout the Triangle, focusing on space utilization, efficiency and financial engineering to generate significant savings for tenants upon lease renewal, restructure or relocation.

## CAREER SUMMARY

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, N.C., 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 W.C.I. Communities in Naples, Fla., 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 of \$73,000,000.

## EDUCATION

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

## PROFESSIONAL RECOGNITIONS/AFFILIATIONS

- Member, National Association of Industrial and Office Properties (NAIOP)
- Member, Council for Entrepreneurial Development (CED)
- Sponsorship Chair, NAIOP Bus Tour 2008
- NAIOP Developing Leaders
- Member, Triangle Area Office Building Association (TRAOBA)
- Volunteer, Special Olympics of North Carolina
- Deacon, The Summit Church, Durham, N.C.