

NEIL A. CRAMSEY

Commonwealth Commercial Inc.
11440 Isaac Newton Square
Suite 200
Reston, VA 20190

Telephone: 703-476-9898
Fax: 703-476-9888
E-mail: cramsey@uscomcom.com

PROFESSIONAL EXPERIENCE

January 2002 – Formed Commonwealth Commercial Inc. to represent office, industrial and flex landlords and tenants in building sales, leasing and land acquisition in Northern Virginia.

1992 – 2001 Transwestern Commercial Services, Senior Vice President, specializing in Northern Virginia industrial leasing, building sales, and land sales.

1983 - 1992 CB Commercial Real Estate Group, First Vice President specializing in Northern Virginia industrial and R & D building sales and leasing.

1977 - 1983 Hotel Operations Manager at the Sheraton Carlton Hotel, Sheraton Washington Hotel, and the Hyatt Regency Hotel on Capitol Hill, all in Washington, D.C.

EDUCATION

Muhlenberg College, Allentown, PA Class of 1974
B.A. in Economics and Accounting.

Lehigh University, Bethlehem, PA Class of 1977
MBA in Marketing.

TRANSACTIONS

In the past 24 years, Neil has been involved in over 1,400 lease and sales transactions with totals of:

8,800,000 square feet leased;
56 buildings sold;
240 acres of land sold;
608,000 square feet of office, flex and industrial condominiums sold

Some of the deals which Neil has negotiated are described below:

- Represented Gunston Commerce Center in the leasing of 90,000 square feet to the DEA and represented the DEA in a 93,500 square foot deal on Morrissette Drive in Springfield, VA.
- Represented 7701 Southern Drive in leasing 80,000 square feet to Cox Communications, 102,000 square feet to WebVan, and 48,000 square feet to a government agency and 57,000 square feet to AAA.
- Represented NLX Corporation / Rockwell Collins in leasing 140,000 square feet at TransDulles Center in Sterling, Virginia.
- Represented the landlord in a 16,500 square foot office lease to USA Today at Beltway Business Center.

- Represented Canon USA in leasing 75,000 square feet in multiple office transactions in Arlington and Alexandria.
- Represented TASC in leasing 22,000 square feet at Gunston Commerce Center in Lorton, Virginia.
- Represented Xerox in the sale of their 205,000 square foot facility to Fairfax County.
- Represented Henry Long Company in the sale of an 80,000 square foot office building to the Ford Motor Company.
- Represented the landlord and tenant in a 129,000 square foot office lease to MCI / WorldCom at Sunrise Technology Park in Reston.

The following is a partial list of clients Neil has worked with on lease and sale transactions:

Aaron Rents	GTE Sylvania
Waste Management	Baxter Travenol
Media General Cable	Marriott Corporation
Bell and Howell	Vega Glass
Federal Express	Hazelton Laboratories
Ford Aerospace	National Tire Wholesale
U.S. Postal Service	Acme Plastics
Fairfax County	Duron Paints
Federal Armored Express	Atlantic Research Corporation
Canon USA	UNISYS
Bear Island Paper	MCI
AT&T Communications	Interstate Electric
Magnavox	TRW
The Washington Post	EDS
PBS	Rockwell Collins
J.C. Penney Company	British Aerospace
Raytheon	GSA
Drug Enforcement Agency	Ferguson Plumbing
Home Depot	Bikes USA
NLX Corporation	TASC
Northrop Grumman	Interstate Van Lines
FBI	UPS
Ski Chalet	Cox Communications

The following is a list of the office and industrial condominium projects represented by Commonwealth Commercial Inc. and sold within the past four years by Neil Cramsey:

75,000 square feet in Mercure Business Park developed by TUCON Construction;
Total sales value of approximately \$6,300,000.00

66,000 square feet in Mercure Business Park developed by West Dulles Properties;
Total sales value of approximately \$7,260,000.00

177,900 square feet in Steeplechase Business Park developed by West Dulles Properties;
Total sales value of approximately \$21,614,850

146,830 square feet in Beaumeade Business Park developed by The James Michael Companies and Orr Partners;
Total sales value of approximately \$19,822,050

The above projects total 465,730 square feet sold and a combined value of just under \$55,000,000.00