

## PROFESSIONAL PROFILE

## Patty Burns, CCIM, ALC

### *Commercial Real Estate Sales and Leasing Specialist*



#### **CAREER SUMMARY**

Patty holds over 30 years experience in sales and management of both Commercial and Residential Investment Properties, Construction Products, Building Materials and Industrial Chemicals.

During her Commercial Real Estate career, Patty has participated in the sales, leasing and purchasing of Office, Retail and Industrial properties. She has worked on both sides of the commercial real estate transaction and has extensive experience in representing the Landlord and Tenant/Buyer.

Along with her business partner, Trip Wilhoit, Patty specializes in Investment Property transactions and Multiple Site Selections for local, regional and national tenants. Her client list includes:

- Wal-Mart
- Piggly Wiggly (Southern Family Markets)
- Home Depot
- Rite Aid Pharmacy
- CVS
- Advance Auto Parts
- O'Reilly Auto Parts
- Camping World

Patty has been a key broker in negotiations with local, regional and national restaurants including:

- McDonald's
- Mellow Mushroom
- Zaxby's
- Outback Steakhouse

Patty is a Top Producer for Fickling & Company's Commercial Real Estate Division.

#### **EDUCATION & HONORS**

Macon State College  
Mercer University  
Associate of Business Administration  
Licensed Real Estate Sales Agent, Georgia  
Team Builder Award, Fickling & Company, 2006 & 2007  
Guest columnist, Real Estate section, *the Brief*  
Macon Telegraph's business publication  
Circle of Excellence (Board of Realtors)

#### **PROFESSIONAL & CIVIC AFFILIATIONS**

CCIM (Certified Commercial Investment Member)  
Accredited Land Consultant (ALC)  
President, Commercial Council of Realtors, 2007 & 2008  
Atlanta Commercial Board of Realtors  
National Association of Realtors  
Middle Georgia Association of Realtors  
International Council of Shopping Centers  
Board of Directors, Middle Georgia Association of Realtors