

# COMMONWEALTH COMMERCIAL PARTNERS, INC.

## Professional Profile



**Hawes "Hank" Campbell, IV**  
**Broker Associate**  
**Land Division**

**COMMONWEALTH  
COMMERCIAL PARTNERS, INC.**

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### **Corporate Responsibilities**

As an associate in Commonwealth Commercial's Land Division, Hank specializes in commercial and agricultural real estate with a strong concentration in the brokerage of land, both rural and development.

### **Practice Areas**

- \*Seller Representation Services
- \*Buyer Representation Services
- \*Fee Consulting Services

### **Experience**

Hank joined Commonwealth Commercial in 2002 and has continued a practice of real estate services that focuses primarily on the brokerage of commercial land, agricultural land and timberland. Hank has represented institutions, private partnerships and numerous large land owners in the state of Virginia.

Prior to Commonwealth Commercial, Hank joined Virginia Realty & Relocation (1995) where he focused his practice on rural and agricultural properties as well as country estates across Central Virginia.

### **Education**

Hank received his Bachelor of Arts Degree from Hampden-Sydney College in 1992 where he was a member of the Omicron Delta Kappa Society for Leadership.

Hank holds his Broker's license and is a Graduate of the Realtors Institute (GRI). He is currently pursuing his Certified Commercial Investment Member (CCIM) designation.

### **Accomplishments**

Hank is a member of the Richmond Association of Realtors and the Virginia Association of Realtors. He has offered his leadership skills to the community where he is involved in activities with the Virginia Forestry Association, the James River Association, Friends of the Industry of Agriculture, Ducks Unlimited and the Coastal Conservation Association. Hank also serves on the Annual Fund Board for the Virginia Institute of Marine Science.

The Richmond Association of Realtors has recognized Hank as a Distinguished Achiever for outstanding sales production for the past 8 years.

Over the past 5 years, Hank has brokered the sale of approximately 20,000 acres of land valued at close to \$40 million. These properties were located in 27 different counties across Central Virginia.