



# LAWRENCE M. SHAW, SIOR

## Principal

A partial list of clients Mr. Shaw has represented is as follows:

- Verus Partners
- Home Depot Supply
- Dana Corporation
- Service Express
- Weston
- Joe Gibbs Racing
- BMG Music
- Lauth Property Group
- John Deere
- KTR Capital Partners
- Owens & Minor
- Iron Mountain
- West Marine
- John Deere
- Master Brands
- Berger Allied

### Work Experience

CLARUS PROPERTIES, INC., Charlotte, NC 2005 – Present  
 Mr. Shaw and long time colleague Greg Copps, SIOR established Clarus Properties, Inc in 2005. Mr. Shaw specializes in investment sales, industrial lease, sale transactions, and land sales. He has over 16 years of real estate experience with extensive experience in dispositions, development services, land sales, investment sales, build-to-suits and tenant representation. Mr. Shaw continues to rank in the top five industrial producers year after year for the Charlotte Metropolitan Area.

COLLIERS PINKARD, Charlotte, NC 2001 – 2005  
 Mr. Shaw joined Colliers Pinkard as vice president moving to a principal owner after the first year and promoted to Senior Vice President after two years with Colliers. Mr. Shaw was consistently a top producer in the Charlotte office and was the top producer in the company and region in 2004.

CARTER ONCOR, Charlotte, NC 1993 - 2001  
 Mr. Shaw supervised the Carter office in Charlotte and was actively involved in the sale, leasing and development of industrial real estate. Mr. Shaw’s primary focus was build to suit for lease and build to suit to own for his industrial clients. Mr. Shaw was the top producer in the Charlotte office for five out of the seven years and completed over 250 transactions.

ATLANTIC PROPERTIES, Charlotte, NC 1991 – 1993

### Education

UNIVERSITY OF SOUTH FLORIDA, Tampa, FL 1987  
 attended business school classes

UNITED STATES COAST GUARD, New York, NY 1982-1986  
 Associate of Science, Engineering

Licensed Real Estate Broker – North and South Carolina 1989

### Civic Involvements

SAINT GABRIEL’S CATHOLIC CHURCH Since 1993

### Professional Affiliations

SOCIETY OF INDUSTRIAL AND OFFICE REALTORS, SIOR Since 1995

CHARLOTTE CHAMBER OF COMMERCE 1998-2001 Member, Board of Advisors

CHARLOTTE REGION COMMERCIAL BOARD OF REALTORS® Since 1996  
 Member, Multi-Million Dollar-Deal Makers Club