



**M. CLARK BALDWIN, CCIM**  
Senior Vice President

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## BACKGROUND

Clark has served as Senior Vice President and Supervising Broker of the Virginia Peninsula office of Harvey Lindsay Commercial Real Estate since 2009, and he specializes in the leasing and sale of retail and office properties. He previously worked at Advantis Real Estate holding various positions during his 28-year tenure to include his last role as Managing Director of the Hampton Roads Market. In that capacity, he oversaw 30 brokers and 9 support staff whose collective revenue production exceeded \$6 million. Before that, he served as Senior Director of the Advantis Peninsula office for 12 years during which time, the office quadrupled its brokerage revenues and its number of brokerage professionals. In 1990, he was promoted to Vice President to oversee the property management of over 6.5 million square feet throughout Virginia and was responsible for the daily operation of 100 properties including budgeting, maintenance, reporting, payables, collections, lease administration and tenant relations.

From 1985 through 1986, Clark served as Director of Leasing for Hamner Realty Company in Newport News, Virginia and supervised the marketing program for a 350,000 square foot portfolio of office and flex space. Prior to that in 1984, he served as Sales Representative for Procter and Gamble in South Florida where he marketed and merchandised over \$4 million of national food brands.

## AFFILIATIONS

- Certified Commercial Investment Member (CCIM)
- Member, Harvey Lindsay Commercial Real Estate Board of Directors
- Member, Greater Peninsula NOW
- Member, Christopher Newport University Real Estate Foundation Board of Directors
- Member, Towne Bank Peninsula Board of Directors
- Member and Past President, Oyster Point Rotary Club
- Graduate, CIVIC Leadership Institute
- Real Estate Broker's License, Commonwealth of Virginia
- Past Member, Newport News Education Foundation Board of Directors
- Past Member, Port Warwick Foundation Board of Directors
- Past Member and Vice Chair, Hampton Roads Academy Board of Trustees
- Past Member and President, Newport News Green Foundation Board of Directors
- Past Member and Treasurer, Saint Andrews Episcopal School Board of Trustees
- Past Member, Newport News YMCA Board of Directors
- Past Member and Vice President, Downtown Hampton Development Partnership
- Past Member, Virginia Peninsula Chamber of Commerce Board of Directors

## EDUCATION

Bachelor of Arts - University of Virginia  
CCIM Designation