



Melissa J. Frawley

Senior Vice President
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Melissa Frawley is a senior vice president and regional manager for the Atlanta region within Wells Fargo Commercial Real Estate. She is based in Atlanta, Georgia and has responsibility for leading a team of relationship managers who cover commercial real estate developers and owners based in the Georgia region. Melissa also serves on Wells Fargo's CRE Development and Engagement Council as well as Wells Fargo's Student Housing Council, which serves as a resource to Wells Fargo team members on the Student Housing industry.

Melissa joined the Commercial Real Estate Group of Wachovia Bank, a predecessor to Wells Fargo, in 1996 and has served as a Relationship Manager/Sr. Relationship Manager covering the Atlanta and West Coast markets for the company. In 2007, Melissa was promoted to manage the Atlanta origination effort. Melissa started her banking career in Florida at Barnett Bank, where she completed credit training and served as a credit analyst.

Melissa earned a bachelor of arts degree in finance from the University of Florida and a master's in business administration from the Terry College of Business at The University of Georgia, graduating with highest honors.

Melissa has been a featured speaker at various industry groups including Commercial Real Estate Women (CREW), the Atlanta Business Chronicle industry roundtable, the National Association of Real Estate Investment Managers (NAREIM), BisNow Atlanta, Cushman & Wakefield Atlanta, and at the Southern California Development Forum. She led a roundtable discussion on construction finance at a past NAIOP National Convention and has been a jury panelist for the Urban Land Institute- Atlanta's Development of Excellence Awards. Melissa currently serves as a Board Member of the Atlanta Children's Shelter and previously served on the board of the Wachovia Foundation in Georgia. Past and present memberships include the Urban Land Institute, the National Association of Industrial and Office Properties (NAIOP), Atlanta Apartment Association, the Georgia 100 Women's Leadership Group, the Woodruff Arts Center's Real Estate Committee, and Commercial Real Estate Women-Atlanta.

Melissa resides in the Virginia Highland neighborhood of Atlanta with her husband and three children.