



DAVID M. WILLIAMS, CCIM, SIOR

Managing Director/CEO
Industrial/Technology/Commercial
Real Estate Services



CURRENT RESPONSIBILITIES

David is Managing Director/CEO of the firm and continues his transaction practice in the Grubb & Ellis|Harrison & Bates Commercial/Industrial Brokerage Team. Within the industrial specialty, David provides clients with leasing, sales, development and consulting services for distribution, manufacturing and flex improved properties, and vacant land. On the commercial side, David has experience with acquisition and disposition of office buildings. David also oversees the company's team of agents, serves on the Board of Directors and is a shareholder of the company. He serves on the Global Logistic Council for the Grubb & Ellis Company.

CAREER SUMMARY

Since 1982, David has worked exclusively in real estate marketing, transactions, consulting and development capacities. His broad background and experience have enabled him to earn the "Distinguished Achiever" award from the Richmond Association of REALTORS every year he has been a member. Some of the hundreds of national and local companies David counts as past or current clients or customers include Filtrona (Bunzl), FedEx, Weyerhaeuser, Verizon, Grainger, Brown & Williamson (now RJR), CertainTeed, Smurfit Stone and Menlo Logistics. He also has serviced office requirements for such companies as Chasen's Business Interiors and ViaSystems. David has worked with numerous developers such as Devon USA, General Investment & Development, Prologis (Highwoods) and Liberty Property Trust.

EDUCATION

B.A. in American Government (1978) and M.B.A. (1982), both from the University of Virginia.

PROFESSIONAL AFFILIATIONS, INTERESTS

David is an institute affiliate member of the Richmond & Virginia Association of REALTORS, and is one of only a handful of professionals nationwide to hold both the "Industrial Specialist - Industrial and Office Realtors" (SIOR) and the "Certified Commercial Investment Member" (CCIM) professional designations. He also has completed training classes sponsored by Motorola University. David is a central Virginia Board Member of the Council for Supply Chain Management Professionals (CSCMP), and has served as President of the Virginia SIOR Chapter, Alumni Board Member of Collegiate School, Deacon of First Presbyterian Church, and on several other Boards. He is currently active with other community and business groups. David has received the company's "Spirit Award" for his commitment to the company's goals. David is married and has a son.

Email: david.williams@harrison-bates.com

Phone: 804.788.1000, ext. 219 Fax: 804.782.1145