



# Bruce M. Milam

SENIOR VICE PRESIDENT / RICHMOND, VIRGINIA  
bruce.milam@harrison-bates.com



## EDUCATION / QUALIFICATIONS

- Bachelor of Arts - University of Virginia
- Masters of Education- University of Virginia
- Brokers License in Virginia
- Shareholder with Harrison & Bates, Incorporated

## CURRENT ROLE

Bruce is a member of the Land team and the Multifamily team. He uses his expertise in land and zoning to market residential and commercial properties, and knowledge of the rental market to sell apartments.

As a broker:

- Licensed broker with 38 years of experience
- Sells land for multi-family and residential uses
- Sells apartments as investment properties in Richmond
- Company's top producer in 2005
- Elected to be a shareholder in 2006
- IQ 2018 Top Salesman

## COMMUNITY INVOLVEMENT

Serves as:

- A National Trustee for the Cal Ripken, Sr. Foundation
- Founder and Chairman, Multifamily Housing Council with Home Building Association of Richmond (HBAR) 2014 - 2017
- Past Director, Home Building Association of Richmond (HBAR) 2014 - 2017
- Served the University of Virginia as a member of the Advisory Board for the School of Continuing and Professional Studies 2010 - 2015
- Past President of the William ("Bullet Bill") Dudley Foundation

## RECOGNITION

- HBAR 2018 Member of the Year
- Home Building Association of Richmond (HBAR) Bruce Milam Award for Multifamily Council Membership Development - 2018
- GRACRE Best Multifamily Sale Award 2016 & 2017
- CoStar Power Broker 2016 & 2017
- Home Building Association of Richmond (HBAR) Guy B. Hazelgrove Award for Membership Development - 2016

## CLIENTS REPRESENTED

- Bickford Senior Living
- Capital Square 1031
- CMB Development
- CORE
- Cornerstone Builders
- Doug Sowers
- EDC
- First Baptist Church of Richmond
- Haven Properties
- IMG
- Lawson Properties
- Lincoln Properties
- Liv Development
- Louisa Lumber & Timber
- Main Street Homes
- Property Results
- RC Evans Management
- Ryan Homes
- Sentinel
- Urban Development Associates

## HARRISON & BATES

### Commercial Real Estate

Harrison & Bates  
7200 Glen Forest Drive / Suite 200  
Richmond, Virginia 23226  
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### CONTACT DETAILS

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