



David M. Williams, CCIM, SIOR

CEO, PRESIDENT / RICHMOND, VIRGINIA

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EDUCATION / QUALIFICATIONS

- Bachelor of Arts - University of Virginia
- MBA - University of Virginia

AFFILIATIONS / MEMBERSHIPS

- CCIM
- SIOR
- Virginia Association of Realtors
- Real Estate Circle of Excellence at Virginia Commonwealth University
- Virginia Council of CEOs (VACEOs)
- CoStar Power Broker Award

CURRENT ROLE

David is CEO and President and his transaction focus is on Industrial Brokerage. David provides clients with leasing, sales, development and consulting services for distribution, manufacturing, technology and flex/office improved properties, and vacant land. On the commercial side, David has experience with acquisition and disposition of office buildings, as well as industrial and office investment properties. David also oversees the company's operations, serves on its Board of Directors and is a shareholder.

In his career David has worked exclusively in real estate marketing, transactions, consulting and development capacities. His broad background and experience have enabled him to earn the CoStar Power Broker award consistently. Some of the hundreds of national and local companies David counts as past or current clients or customers include FedEx, Weyerhaeuser, Verizon, WestRock, MeadWestvaco, DHL/Exel, Ingersoll Rand, Trane, Dominion Resources, Honeywell and HD Supply. David has worked with numerous developers such as Devon USA, General Investment & Development, Industrial Realty Group and Liberty Property Trust.

AFFILIATIONS & INTERESTS

David is an institute affiliate member of the Richmond & Virginia Association of Realtors and is one of only a handful of industrial real estate professionals nationwide to hold both the "Industrial Specialist - Industrial and Office Realtors" (SIOR) and the "Certified Commercial Investment Member" (CCIM) professional designations. David has served as President of the Virginia SIOR Chapter, Alumni Board Member of Collegiate School, Elder of First Presbyterian Church, Corporate Trustee of Westminster Canterbury Continuing Care Community, and on several other Boards. He is a member of the Real Estate Circle of Excellence at Virginia Commonwealth University, the Virginia Council of CEO's and BB&T's Central Virginia Advisory Board. David is married and has a son.

KEY ASSIGNMENTS

CLIENT CUSTOMER	SIZE/SF
Hill Phoenix	317,000
AMC	220,000
Weyerhaeuser Company	180,000
Rental Works	186,000
Jewett Automation	130,000
Ashby's Brake & Truck Repair	90,000
HMU LLC	90,000
RMR Recycling	83,000
Virginia Box	78,000
Kloke Mayflower	77,000
BFI Industries	76,124
WestRock	75,000
Virginia Green	55,000
Handy Co.	50,300
K2 Trophies & Awards	46,000
Strategic Telecom	38,912
HD Supply Inc	38,000
Exel Logistics	33,000
DHL Express (USA), Inc.	20,000

HARRISON & BATES

Commercial Real Estate

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CONTACT DETAILS

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