

# PROFESSIONAL PROFILE

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## TROY L. WILLIAMS

### Senior Managing Director



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### Years of Experience

24 Years

### Areas of Specialization

Owner Representation  
Tenant Representation

## Career Summary

Mr. Williams specializes in assisting industrial property owners and corporations with transaction management. His area of concentration is the North Orange County market. Mr. Williams has extensive experience in consolidation analyses, disposition and acquisition strategies, transaction process improvement, sale-leaseback analyses, lease vs. purchase analyses and strategic portfolio planning.

Mr. Williams is a Senior Managing Director specializing in industrial properties. He has twenty-four (24) years of experience working with Grubb & Ellis Company and Newmark Knight Frank.

Mr. Williams holds a Bachelor of Science Degree in Finance with an emphasis in Real Estate from California State University, Fullerton.

Prior to joining Grubb & Ellis, Mr. Williams spent two (2) years working at a Southern California based real estate investment company. He was involved in analyzing potential acquisitions and assisted in the acquisition of over fifty (50) properties. In 1994, Mr. Williams joined Grubb & Ellis Company teaming up with the top broker in the Anaheim office of Grubb & Ellis. In January 1998, Mr. Williams achieved Senior Associate status and in December 2001, he achieved Senior Vice President status. Mr. Williams has been involved in over 600 transactions representing Fortune 500 Companies, regional and local corporations, national real estate companies, family trusts, lenders and developers. Mr. Williams is consistently a top producer for Newmark Knight Frank and has qualified multiple times for the firm's Circle of Excellence. He is married and lives in Lemon Heights, CA.