

RESUME

Carlton R. Williams, Jr., C.P.A., MBA Office Real Estate Specialist

Education: BBA in Accounting, Texas Tech University
MBA in Finance, University of Texas at Austin
Certified Public Accountant, Texas 1981

Professional Profile: Carl is a founding principal of herronwilliams, llc forming the company in January 2000. herronwilliams specializes in tenant representation and buying and selling of income producing properties. Prior to that Carl was an Owner of Littlefield Real Estate Company for over eleven years. During that time period, he leased and managed an office portfolio in excess of 1,000,000 square feet located both in the Central Business District, Southwest, and Northwest suburban markets. Carl also has extensive experience in business planning, financial analysis, and acquisitions and disposition analysis.

Expertise & Strengths:

- ◆ Transactions and Negotiations
- ◆ Excellent knowledge of market conditions
- ◆ Investment sales and acquisitions
- ◆ Thorough understanding of lease
- ◆ Superior analysis skills
- ◆ Superior understanding of an operating business
- ◆ Successfully help build a real estate investment company from one property and six employees into a company that owned over 1 million square feet of office space, 5,000 units of apartment, 1 million square feet of warehouse space and in excess of 200 employees.

Affiliations:

- ◆ Certified Public Accountant (CPA)
- ◆ Masters of Business Administration Concentration in Finance

