



ZACHERY R. FREDERICK

Senior Associate

CURRENT RESPONSIBILITIES

Zac is a principle agent of Harrison & Bates Investment Realty Advisors (HBIRA), the investment brokerage division of Grubb & Ellis|Harrison & Bates.

CAREER SUMMARY

Zac has approached his career with an entrepreneurial spirit by developing innovative marketing initiatives to create opportunities and bolster his success. When he first started at Grubb & Ellis|Harrison & Bates he identified an underserved market and created a niche campaign that served owner occupants and investors in the acquisition and disposition of properties twenty thousand square feet and less. Throughout the industry, Zac became recognized as the small building sales expert and produced over one hundred million in transaction volume.

Recently, Zac teamed up with John Gentry to create, implement and manage HBIRA, which is a unique web-based platform (www.hbira.com) that delivers opportunities from a broad range of resources to thousands of investors nationwide. HBIRA has quickly earned a number of high profile assignments due to its unmatched market selection, vast pool of qualified investors and nationally recognized research.

EDUCATION

Zac has completed the curriculum requirements to attain the Certified Commercial Investment Member (CCIM) designation; an elite commercial and investment real estate education program, which produces a unique competitive advantage and creates recognition as the hallmark of competency. He is also proficient in ARGUS Software, the industry standard for commercial investment analysis. Zac graduated from Radford University with a B.S. in Business Management, and is a licensed Real Estate broker in Virginia.

PERSONAL

Zac trains at CrossFit RVA to compete in Adventure Races throughout the east coast. In his spare time, he volunteers for the Richmond chapter of the Alzheimer's Association.

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