

Professional Profile



WILLIAM H. MATTOX, SIOR

Senior Vice President

CURRENT RESPONSIBILITIES

Bill Mattox is a Senior Vice President in the Brokerage Services Division where his responsibilities include generating new business from improved and unimproved sales, most notably land. He is also Director of Brokerage Services as well as Director of Retail Brokerage, a principal in the firm and on the Executive Committee.

CAREER SUMMARY

Bill has over 25 years of commercial real estate brokerage experience and has been with Grubb & Ellis|Harrison & Bates over 17 years. He is a past multi top sales producer and overall production leader. Prior to joining Grubb & Ellis|Harrison & Bates, he co-owned a commercial real estate brokerage company for several years, where he was responsible for leasing, sales and performing numerous management functions.

EDUCATION

Bill is a graduate of Virginia Commonwealth University in Richmond, Virginia.

ACCOMPLISHMENTS

Bill has concentrated mainly on the sale and leasing of commercial and industrial property since 1982. He is intimately familiar with all aspects of facilitating a successful transaction based on his prior seller/landlord and purchaser/tenant representations. He is also the senior land specialist for the company. This knowledge, coupled with the understanding and insight, allows him to represent his client's best interest. He was the top sales producer for 1995, 1998, 2000 and 2003 and the overall production leader for Harrison & Bates in 1995 and 2003.

COMMUNITY INVOLVEMENT

Bill has been active in the community and closely affiliated and active with the Richmond Association of REALTORS, serving on various committees. He is a past President of the Innsbrook Rotary Club where he is a charter member. He is also a past President of Virginia Commonwealth University, Humanities and Sciences Alumni Board. Bill is a former member of the Board of Directors of GRACRE, a Richmond based commercial real estate group with over 200 members, and is a former President of the Ram's Club, Virginia Commonwealth University's recognized official sports backer group.

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