

Professional Profile



BRUCE M. MILAM

Vice President
Land & General Brokerage

CURRENT RESPONSIBILITIES

Bruce is a member of the Grubb & Ellis|Harrison & Bates Land and General Brokerage team. He uses his expertise in land research, zoning, and assemblage to market residential and commercial properties.

CAREER SUMMARY

Bruce has twenty-nine years in the real estate business, seventeen of those as a developer of suburban properties in Northern Virginia. Bruce has represented numerous retailers and developers in site selection and tenant representation. He represents Grubb & Ellis|Harrison & Bates at the Home Building Association of Richmond and specializes in the sale of residential-planned and zoned land. He also sells land for multi-family, commercial and industrial uses, as well as investment properties. Bruce was the company's top producer in 2005.

His major emphasis was the creation of mixed-use developments. He was responsible for assembling and developing thousands of acres in the vicinity of Dulles Airport into some of Northern Virginia's finest communities. He also built and managed two successful self-storage facilities in Fairfax County.

EDUCATION

Bruce received his B.A. and M.Ed. from the University of Virginia.

COMMUNITY INVOLVEMENT

Bruce serves the University of Virginia as a member of the Advisory Board for the School of Continuing and Professional Studies. He is past President of the UVA Club of Richmond and past President of the William ("Bullet Bill") Dudley Foundation. He also serves as a Trustee for the Cal Ripken, Sr. Foundation.

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