



William R. Fritz

Commercial Real Estate

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WORK EXPERIENCE

COMMERCIAL REAL ESTATE ADVISOR

TENANT REPRESENTATIVE

JB Goodwin REALTORS | San Antonio, Texas | 2017-Present

JBGoodwin opened a real estate company the day he graduated from the University of Texas, June 1, 1972. Now, over 47 years later, JBGoodwin, REALTORS® has over 600 agent/partners and employees located in four offices in the Austin area, and two in the San Antonio area. The company has handled over \$40,000,000,000 in real estate sales and leases comprised of over 100,000 individual transactions.

My accomplishments during my tenure with JB Goodwin REALTORS included:

- Formed and lead a commercial tenant representation team made up of two attorneys and two experienced commercial real estate advisors- San Antonio Tenant Advisors.
- Implemented a CRM to market to essentially every office tenant in San Antonio, Texas.
- Listed \$1 Million of commercial property in the first month of production.

MERGERS AND ACQUISITIONS

BUSINESS DEVELOPMENT OFFICER

VR M&A | San Antonio, Texas | 2015-2017

VR located in San Antonio provides business brokerage and merger & acquisitions services to business owners and entrepreneurs located primarily in the South Texas area.

Notable accomplishments in this position included:

- Compiling a database of regional middle-market companies, transactional attorneys and CPAs.
- Increasing business development activities for the local office by 75 percent.
- Listing \$ 6 Million of middle-market companies and commercial real estate on behalf of the San Antonio VR M&A office.

EDUCATION

MASTER OF BUSINESS ADMINISTRATION

Arkansas State University  
1993-1995

BACHELOR OF SCIENCE

Accounting  
Arkansas State University  
1991-1993

LAW

University of Arkansas  
School of Law  
1981-1982

EXPERTISE

- Business Development
- Sales
- Project management
- Accounting (Profits and Non-Profits)
- Financial Analysis
- Human Resources
- Social media campaigns
- Negotiation

## WORK EXPERIENCE

(CONTINUED)

### COMMERCIAL REAL ESTATE ADVISOR

### TENANT REPRESENTATIVE

Keller Williams Commercial | San Antonio, Texas | 2013-2015

Founded in 1983 by Gary Keller and Joe Williams, Keller Williams grew from a single office in Austin to approximately 940+ offices with over 180,000 associates worldwide as of May 2018.

Achievements while at Keller Williams Commercial included:

- Leasing 8,000 square foot medical office building with a lease value of approximately \$1Million.
- Serving on the Development Committee of The Real Estate Council of San Antonio.

### PROFESSOR OF FINANCE

### ADJUNCT PROFESSOR

Arkansas State University | Jonesboro, Arkansas | 2012-2013

The mission of the College of Business at Arkansas State University is to provide a high-quality business education to traditional and non-traditional students from the Mid-South and international students emphasizing leadership, international business, technology, decision tools and social responsibility.

Contributions during my tenure in the position of Adjunct Finance Professor were:

- Mentoring, and advising university finance students for two semesters.
- Efforts led to a 45 percent increase in overall student grades
- Taught students a new way to view capital budgeting and the cost of capital, enabling them to visualize the full spectrum of real- world corporate finance.

### COMMERCIAL REAL ESTATE ADVISOR

### BUYER'S REPRESENTATIVE

Coldwell Banker Village Communities, Inc. | Jonesboro, Arkansas | 2001-2012

The roots of Coldwell Banker Commercial date back to 1906 when Colbert Coldwell played a key role in rebuilding San Francisco after a devastating earthquake and fire. Later joined by Benjamin Arthur Banker, the two partners established a company committed to commercial real estate.

Notable accomplishments as a Buyer's Representative for Coldwell Banker Commercial:

- Performed hundreds of underwriting analyses on prospective self-storage acquisitions on behalf of Equity Based Services, Inc., a real estate investment trust.
- Acquired \$15 Million of sFor example: Led a team of five sales agents.
- For example: Implemented a new project management tool that cut meeting time in half.

### SALES AND USE TAX AUDITOR

### AUDITOR I

State of Arkansas- Dept. of Finance & Admin. | Jonesboro, Arkansas | 1995-2001

Scheduled and conducted sales and use tax audits on businesses in Northeast Arkansas.

## HIGHLIGHTS

20+ years of commercial real estate transaction experience

Known for influencer social media marketing strategies.

Passionate about creating winning strategies for my clients and employer.

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## EXTRAS

### BUSINESS PLAN JUDGE

Arkansas State University | 2011  
Judged Business Plan Competition at ASU's College of Business.

### TREASURER

The 100 Club of San Antonio | 2020  
Track Income, Expenses and Awards for The100 Club of San Antonio.

### CCIM COURSEWORK

CCIM Institute | 2006

Successfully completed the Intro and all four week-long courses.

Qualified to sit for Uniform CPA Exam.

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## INTERESTS

Reading the Bible

Competition Pistol Shooting

Vegetable Gardening

Digital Photography

Running Half- Marathons