

# MARION D. WILLIAMS, CCIM

Commercial Real Estate | Valuation | Infrastructure & Land Use Strategy

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## EXECUTIVE PROFILE

Commercial real estate advisor and valuation professional with more than 24 years of combined public sector and private sector experience across property valuation, right-of-way acquisition, land use support, and commercial real estate advisory. I am known for bridging technical land use analysis with practical economic development outcomes supporting infrastructure expansion, redevelopment, and long-range growth strategy across DeKalb County and Metro Atlanta.

Certified Commercial Investment Member (CCIM) and Certified Assessment Evaluator (CAE) candidate with specialized expertise in development feasibility, zoning context analysis, valuation methodology, and infrastructure-driven site strategy.

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## CORE EXPERTISE

Land Use & Development Feasibility  
Property Valuation & Tax Assessment Strategy  
Right-of-Way & Easement Acquisition  
Zoning & Entitlement Process Support  
Public Infrastructure & Utility Corridor Coordination  
Economic Development & Redevelopment Strategy  
Community & Stakeholder Engagement  
Commercial Market & Site Selection Analysis

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## PROFESSIONAL EXPERIENCE

### Commercial Real Estate Broker

#### Adams Commercial Real Estate — Metro Atlanta

Provide advisory services to property owners, developers, and investors on land, retail, industrial, and redevelopment opportunities. Deliver market analysis, site feasibility evaluation, and valuation-driven advisory services across key growth corridors in DeKalb County and surrounding markets.

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### Founder / Principal

#### MD Williams & Associates — Georgia

Provide property tax consulting, valuation advisory, and development feasibility analysis for residential and commercial property owners. Support acquisition strategy, redevelopment positioning, and property tax strategy implementation.

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### Right-of-Way Agent / Specialist

#### DeKalb County — Public Works & Transportation

Acquired property rights supporting transportation, utility, and infrastructure expansion projects. Coordinated with engineering, legal, and planning teams to advance public improvement initiatives and corridor development.

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## **Commercial Property Appraisal / Assessment**

### **DeKalb County Property Appraisal Division**

Performed valuation of commercial real estate and supported property tax appeal defense. Applied income, cost, and market valuation methodologies across diverse property types.

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## **CREDENTIALS & PROFESSIONAL DEVELOPMENT**

Certified Commercial Investment Member (**CCIM**)

Certified Assessment Evaluator (**CAE**) Candidate, International Association of Assessing Officers (IAAO)

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## **PROFESSIONAL AFFILIATIONS**

CCIM Institute

Community Associations Institute (CAI)

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## **COMMUNITY & PUBLIC LEADERSHIP**

HOA President — Community governance, budgeting oversight, capital project coordination, vendor management, and resident engagement supporting neighborhood stability and property value preservation.

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## **TECHNICAL & INDUSTRY TOOLS**

Commercial Market Analysis | Property Tax Analysis | Development Feasibility | GIS / Mapping Review | CoStar | Financial Modeling Fundamentals