



## **William H. Pounds, II**

Owner/Broker of record

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### **OVERVIEW**

William H. Pounds, II began his successful career with Cushman & Wakefield of Pennsylvania Inc. In 1984 he was Cushman & Wakefield's top industrial broker in the nation. By 1985, Mr. Pounds focused primarily on commercial leasing and sales and was appointed as Cushman & Wakefield's Vice President. In 1989 he was promoted to Senior Vice President then to Senior Director. Mr. Pounds founded WHPounds Commercial Real Estate, L.L.C.

### **EXPERIENCE**

Mr. Pounds has focused on the Southern New Jersey market since 1975. He is extremely well versed in not only office but also land, ground up projects, build-to-suit, investment sales and industrial real estate.

To date transactions (building leases and sales) total over 5 million SF and land sales are calculated at over 2,000 acres. The aggregate value of transacted property exceeds \$500 million.

Past accomplishments include the sale of the Garden State Race Track, sale of the former Latin Casino to Subaru for its National Headquarters, sale of the Zurich American building to Whitesell Enterprises and the sale of the Mid-Atlantic Corporate Center to Reynolds Metals. Major lease representations include such companies as HMO Healthcare, RCA, G.E., Martin Marietta, Continental Insurance, Computer Associates International, AUS, Curtis Publishing and GlaxoPharmaceutical.

### **EDUCATION**

Mr. Pounds graduated from Mount St. Mary's College with a B.S. degree. He has been a frequent speaker on a national and local basis to professional real estate organizations such as NAIOP and SIOR. He has provided expert testimony before various judicial bodies.

### **PROFESSIONAL AFFILIATIONS**

NAIOP Delaware Valley Chapter, past president  
Business Committed to Burlington County, participant