

William D. Gump  
Tower Commercial, Inc.  
2720 Bee Cave Road  
Austin, Texas 78746  
(512) 582-0150 office  
(512) 970-6066 mobile  
[www.tower-commercial.com](http://www.tower-commercial.com)  
[bgump@tower-commercial.com](mailto:bgump@tower-commercial.com)



### Experience

Bill spent over 20 years in Austin representing major landlords such as Southland Financial Corporation, Equity Office Properties Trust, and Crescent Real Estate Equities, Ltd. He has negotiated a substantial number of transactions, including sales, new leases, expansions, renewals, buyouts, subleases, and relocations. From 2007-2010, he was with The Staubach Company, which became Jones Lang LaSalle. He established his own firm in 2010.

### Current Focus

Bill represents only tenants and users, avoiding the conflict of interest inherent in larger firms which represent both landlords and tenants. With 25 years on the landlord side, and the past 8 years on the user side, he brings a unique advantage to his clients, as he knows the Austin market thoroughly, and has negotiated every conceivable type of transaction. His role is that of a strategic advisor, not driven to compete for large fees as national firms are. Cases in point: M/I Homes, a national homebuilder, recently hired Bill to represent them to secure 12,672 SF in Austin. They have an existing relationship with a national firm, but chose to work with Bill on this transaction, as they did not feel they were getting adequate service or attention. AMD had a relationship with a national firm, and selected Bill in 2011 to search for 50,000 SF in southwest Austin near their existing campus.

Bill is passionate about representing his clients well - large and small requirements. Large, international real estate firms put tremendous pressure on their brokers to meet quotas, and as a result, their focus is on larger, national clients. Bill serves his clients well because of his experience, his knowledge of the market, and his knowledge of landlord's business models which enables him to offer creative solutions for his clients.

### Education and Affiliations

1976 – BBA Finance, with Honors UT Austin  
1994 – Top Achiever, Equity Office Properties  
2001 – Top Producer, Crescent Real Estate Equities  
2006 – President, Commercial Leasing Brokers Association  
2008 – Top Achiever, The Staubach Company  
Member, Real Estate Council of Austin  
Member, Commercial Brokers Association  
Core Leader, Community Bible Study  
Member, Austin Ridge Bible Church