Will Holder

Teaching Purpose: My practice-based teaching objective is to prepare graduating students to confidently transition into their profession, making immediate professional contributions using the skills and knowledge from my classroom. My teaching passion is to bridge success in the classroom directly into professional success.

Academic Experience:

2014 - 2018 **Adjunct Professor** (taught 5 spring semesters)

University of Houston, Bauer College of Business

Class: Residential Land Development & Homebuilding

FINA 7397 – Residential Real Estate (3 credit hours) - *Available: Spring Only*
Overview of the major divisions of residential real estate, multi-family, single family, community development and homebuilding in which students gain knowledge and skills in all professional aspects of the residential business, financial analysis, market analysis, financing, development, sale or leasing and operations. This is an "enterprise based course", meaning-how a multifaceted residential real estate company is organized and operates at corporate level.

In 2014 I developed and taught the first "Residential Land Development and Homebuilding" class for The Bauer College of Business. It was The College's missing component from their well rounded Real Estate program. I opened the homebuilding world up for UH students who previously had very little exposure to the industry. And this class opened the academic world up to me.

2015 - 2017 **Faculty Advisor** - Undergraduate Real Estate Scholars

Founding URES advisor, undergraduate students' group formed to promote Real Estate careers, ultimately gaining inclusion of undergraduates into the Bauer Real Estate Program. The group engages local developers and has created many relevant field trips and were successful in gaining entrance into the Program.

2014 - 2018 **Academic Executive Board Memberships:**

- *Bauer College of Business, The Real Estate Program*

This board holds broad designed the university's Real Estate Certification, including: academic & class requirements, recruiting and training adjunct professors, soliciting board memberships and fundraising and finding internships, mentorships and scholarships.

- McCoy College of Business Advisory Board
- *Stanford Alexander UH Center For Excellence in Real Estate*

• Professional Experience:

1980 ~ 1982 Congressional Aid to Congressman Jim Collins

Business Constituent Services in the Dallas district office.

1982 ~ 1983 Purchasing & Accounting Manager David Weekley Homes

Cost Estimating, Accounts Payable & Pricing Analyst,

built *~500+ homes annually*

1984 ~ 1988 Construction Contract Administrator, Lokey Properties

Bidding & awarding construction contracts and cost estimating apartment & residential projects in *~ 15 cities across the US*

1988 ~ 1993 Purchasing Department Manager, Village Builders

Departmental responsibility, sourcing materials/labor, bidding & job cost estimating, cost analysis, *~500 homes annually*

1993 ~ 2018 GM & SVP, then President since 2005, Trendmaker Homes

Total enterprise responsibility: land & lot acquisition, land development, architecture & design, construction & warranty, sales & marketing, legal & human resources, accounting & finance, business plan creation and responsibility for delivering results to match and managing 150++ employees. Ultimate responsibility for the sustainable success of the business enterprise itself.

Built, sold & closed ~12,500 single family homes

Developed ~6,000 single family lots

Produced ~$4.7B in revenue & ~$430M in pre-tax profit

Education:

1977 Bachelor of Arts

Southwest Texas State University, Political Science, minor in Business

1980 Master of Business Administration

The George Washington University

2005 Stanford Executive Program - (7 week, on-campus summer study program)

Graduate School of Business, Stanford University

Professional & Academic Associations:

President - The Greater Houston Builders Association - 2012

Faculty Advisor - University of Houston, 'Undergraduate Real Estate Scholars'

Chairman - Bauer College of Business Real Estate Program 2016/2017

Board Member - Bauer College of Business, Executive Advisory Board

https://www.bauer.uh.edu/real-estate/orgs/

Chairman - Greater Houston Builders Association, Charity Home Project 16'/17'

GHBA Young Professionals - founded in 2012 while president of GHBA

Member - McCoy College Advisory Board

Presentations and Interviews:

http://www.har.com/blog_44151_will-holder-president-of-trendmaker-homes-of-houston-on-air

https://www.youtube.com/watch?v=UogLTAw8kYw

https://www.bizjournals.com/houston/morning_call/2016/06/exec-pendulum-always-swinging-in-houston.html

https://houstonagentmagazine.com/whos-who-2016/will-holder/

http://realtynewsreport.com/2015/12/13/the-ongoing-impact-of-cheap-oil-a-qa-with-trendmaker-homes-will-holder/

http://s2.q4cdn.com/231488844/files/doc_news/2017/11/Globest.com_Harvey%E2%80%99s-Impact-Will-Spill-Into-2018_11.27.17.pdf

http://www.builderonline.com/builder-100/leadership/trendmakers-will-holder-unplugs-on-tri-pointe-union_t

https://www.probuilder.com/3-builders-3-paths-great-customer-satisfaction

https://www.mysanantonio.com/business/real-estate/article/Trendmaker-Homes-President-Will-Holder-to-retire-12476320.php