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Terrance Williams Joins Standard Real Estate as Principal

Minority-Owned Real Estate Firm Expands Direct Development Capabilities

August 25, 2022 – Washington, D.C. – Standard Real Estate Investments, LP (Standard), a minority-owned real estate firm that invests in development projects on behalf of institutions, today announced Terrance Williams has joined the firm as a Principal. Mr. Williams will be based in Washington D.C. and lead the firm’s direct real estate business in the Mid-Atlantic. He will work closely with Standard’s President, Jerome Nichols, also based in the Washington D.C office.



“Terrance’s local relationships, investment acumen, and development execution experience will accelerate Standard’s direct real estate capabilities,” said Mr. Nichols. “We’ve worked with Terrance for years during our time running the development fund series at CBRE and more recently at Standard when Terrance was Trammell Crow Company’s development lead for our Congress Heights Metro project. It’s great to have him as a partner.”

Prior to joining Standard, Mr. Williams was a Development Manager with Trammell Crow Company (TCC), CBRE Group’s wholly owned development company, where he was responsible for leading the development process of urban mixed-use developments across the Mid-Atlantic region, including sourcing, underwriting, financing, entitlements, leasing and disposition. During his time at TCC, he participated in the investment or development of 1,350 residential units, 1.1 million square feet of office and retail space, representing a total of 2.4 million square feet of development. Prior to Trammell Crow Company, Terrance was a HUD-licensed underwriter for Capital One’s healthcare finance group, where he underwrote and closed loans totaling \$260 million.

Mr. Williams earned a BA in Economics from the University of Michigan.

About Standard Real Estate Investments

Founded by Robert Jue and Jerome Nichols, Standard Real Estate Investments (Standard) is a minority-owned and controlled real estate firm that manages capital on behalf of institutions and invests in development projects. The

company operates across property sectors with a current focus on the development of market-rate attainable housings, both with diverse development partners and in majority-minority communities. Standard allocates capital to local developers nationwide and operates real estate directly in the Mid-Atlantic and Southern California. Standard maintains offices in Los Angeles, California and Washington, D.C. The leadership team at Standard has invested in assets valued at \$7 billion in total. For further information visit www.standardrei.com.