

**J. AUSTIN MCWILLIAMS**  
**SENIOR SALES & LEASING ASSOCIATE**  
**MULTIFAMILY & MIXED-USE LAND TEAM LEAD**

**COMPANY EXPERIENCE**

Austin joined First Capital Property Group, Inc. (FCPG) as a Sales and Leasing Associate in May 2020. Austin focuses on Land acquisition and disposition, representing both buyers and sellers in multi-family, retail, and residential land developments - from \$1M outparcels to \$30M+ master developments. With an attention to detail and a knack for finding off-market deals, Austin and his team help clients navigate market studies and analysis, site evaluation and selection, and contract negotiation, working with both small development teams and large publicly traded REITs or billion dollar private family offices.

**PROFESSIONAL ACCOMPLISHMENTS**

Austin's experience as a small business owner for 4 years and financial services manager for 2 years has given him the personal experience to understand the needs and demands of owners and users while effectively evaluating the financial returns necessary to create long-term sustainability.

**PERSONAL LIFE & INVOLVEMENT**

Austin resides in College Park with his wife of five years, Holly, and their son, Hiker. He enjoys an active lifestyle while appreciating both the theatrical and choral arts. He is on the board of 3 local nonprofits: Pinnacle Counseling Institute, Apartment Life, and the Trinity Prep Alumni Board, as well as serving as Vice President of the French Quarter Home Owner Association. He previously served as an advisor for the Central Florida Debate Initiative and was named the National Speech and Debate District Communicator of the Year in 2015. Austin and his family are active members of Orangewood Presbyterian Church.

**EDUCATION & AFFILIATIONS**

Masters of Business Administration in Finance and Management – Rollins Crummer Graduate School of Business  
Bachelor of Science in Mathematical-Economics – Wake Forest University  
Florida Real Estate License – Sales Associate



**AUSTIN@FCPG.COM**



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