



Glenn Ponder

Director of Sales, Leasing &
Development

NAI Chase Commercial Realty, Inc.

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Scope of Responsibilities

Specialties: Sales, leasing, development and asset portfolio management and representing clients throughout Birmingham, and other major cities throughout Alabama and as far away as California and London.

Background & Experience

Phase one of Glenn's career began in 1982 dedicated to a single store retail and wholesale brick and mortar startup company. Within twelve years the success grew the business operation to five stores. Experience gained include recruiting, training, and appraising teams, managing multiple store budgets, financials, and statistics, and overseeing pricing and stock control.

The next seven years Glenn spent in the field of electrical engineering. His experience gained include signal processing, radio frequency, microwave, electronics, optics, electromechanical, circuit theory and project management.

Glenn caught the commercial real estate bug in 2001 and became a partner in Ponder Properties Commercial Real Estate. He was awarded "Rookie of the Year" in 2002. He purchased his first piece of land in 2003 with equity partners and oversaw the development and leasing a multi-million-dollar multi-tenant commercial building. By 2019, Ponder Properties was the exclusive leasing and sales agency for over three hundred commercial buildings, and entrusted as third-party asset management for over 520,000 sq ft of retail, office, medical and industrial properties.

In August of 2020 Glenn merged with NAI Chase Commercial. NAI Chase Commercial is recognized as one of the top full service commercial real estate companies in Alabama, whose team of experts handles properties across the southeast continent.

Glenn's experiences in the commercial real estate industry include sales, leasing, management, and development of office, industrial, retail, medical, senior living, multi-family, and single-family community developments.

Professional Affiliations & Designations

- Commercial Million Dollar Sales Club
- Birmingham Commercial Realtors Council Board Member
- Commercial Real Estate Club past President
- Birmingham Remodelers' Council past President
- UST Operator Certification
- CCIM 101

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Educational Background

Hybrid classroom, library, and street knowledge.