



Matthews expands business scope with launch of auction services line

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Robert Anderson

Nashville, TN Matthews Real Estate Investment Services, a commercial real estate investment services and technology firm, announced the launch of its newest service line, Matthews Auction Services. The line will accelerate specialized services and the disposition of property sales through auction. Matthews hired industry expert Robert Anderson as vice president of Auction Services to lead the service line and facilitate tactical growth.

Bringing nearly 20 years of commercial real estate experience to his role, Anderson will collaborate with Matthews agents and clients to identify auction opportunities and act as an intermediary between clients and auction platforms. Prior to joining Matthews, Anderson was vice president of Transaction Services at Crexi. During this time, he took revenue from \$3 million in 2020 to \$20 million, tripling the auction asset count over his two-year tenure. Regarded as one of the industry's top auction experts, Anderson has been actively involved in over \$5 billion in transactions.

"Matthews' technology and shared database has paved the way for their agents and clients to achieve long-term financial and investment success through innovative and valuable solutions no matter how challenging the market," Anderson said. "The auction services line is another avenue for that success, providing clients with further opportunity and increasing their probability of acquiring or disposing of assets."

Auction Services is another strategic step for Matthews as the brokerage continues to broaden its business and operational scope with critical hires and initiatives.

"As a company, we have the most comprehensive, unified, and collaborative approach to reaching the commercial real estate marketplace. Auction services is yet another step in our evolution towards providing a suite of services to our clients that creates a superior result," president David Harrington said. "Robert's expertise, as well as his track record of execution, coupled with our best-in-class marketing platform and culture, gives us a tremendous advantage and will prompt all owners to redefine their expectations in auction services."

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