

FOR IMMEDIATE RELEASE

September 21, 2026

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NAI DESCO Hires Industry Veteran Zach Williams as Part of Three-Broker Expansion

ST. LOUIS, MO (September 2026) — NAI DESCO has expanded its St. Louis commercial real estate brokerage team with the addition of Vice President Zach Williams and Associate Brokers Conor Bellinger and Will Glarner. The three hires bring established industry leadership and emerging brokerage talent to the growing firm.

Williams, a well-known St. Louis commercial real estate professional with more than 21 years of experience, joins NAI DESCO after completing approximately 125 transactions totaling more than \$135 million in value. Bellinger and Glarner are building their brokerage practices while working alongside the firm's experienced professionals.

"Adding Zach, Conor and Will represents an important investment in both the immediate strength and long-term future of our brokerage team," said Peter Sheahan, President of NAI DESCO. "Zach is a highly respected broker with deep relationships and extensive knowledge of the St. Louis market. Conor and Will bring complementary experience, analytical capabilities and the drive to build successful careers in commercial real estate. We are excited about the momentum this creates for our firm and our clients."

Zach Williams Brings More Than 21 Years of Commercial Real Estate Experience

Williams joins NAI DESCO as Vice President, specializing in retail and industrial brokerage. He represents tenants, property owners and investors throughout the St. Louis metropolitan area, with experience in leasing and sales, site selection, demographic analysis, lease negotiations, investment sales and portfolio strategy. Throughout his career, Williams has represented local, regional and national clients including Dollar General, FedEx, Bank of America, Enterprise Bank, Crushed Red, Telle Tire & Auto Centers, Apple Market, Russell Stover Chocolates and Sherwin-Williams. His notable assignments include the \$6.5 million investment sale of Chesterfield Grove Shopping Center, the acquisition of a 25,000-square-foot industrial building for Wellfit International and multi-location assignments for Crushed Red.

Known for his practical understanding of the St. Louis market and hands-on approach, Williams remains personally involved throughout every stage of an assignment, from the initial meeting through closing.

“My approach has always been to help clients make real estate decisions that support their long-term goals while staying grounded in the realities of the market,” Williams said. “NAI DESCO shares that practical, client-focused approach, and I’m excited to join the team.”

Prior to joining NAI DESCO, Williams worked with Lawyers Realty Co., LLC and Gundaker Commercial. He earned a Bachelor of Science in Community Development and Applied Economics from the University of Vermont. His professional recognition includes CoStar Rookie of the Year, the 2023 St. Louis Impact Deal of the Year and serving as a keynote speaker for Midwest Real Estate News.

NAI DESCO Invests in Emerging Brokerage Talent

Bellinger joins NAI DESCO as an Associate Broker focused primarily on industrial and retail real estate. She brings nearly a decade of experience in sales, marketing, strategic communications and account management.

Before joining NAI DESCO, Bellinger served as a Senior Account Executive at AtlasX, where she worked closely with acquisition, development and finance teams at large commercial real estate organizations. Her previous experience also includes roles with Shafran Realty Group, FleishmanHillard and FanDuel Sports Network.

“I was drawn to NAI DESCO because of the culture and success of female leadership,” Bellinger said. “I’m excited to combine my experience in sales, strategy and market research with my passion for building relationships—and to learn alongside experienced brokers—as I grow my commercial real estate career.”

Bellinger earned a bachelor’s degree in business and marketing from Tulane University and Loyola University New Orleans. She remains involved in the community as a swim coach with CSP and through local soccer organizations.

Glarner joins NAI DESCO as an Associate Broker after earning a Bachelor of Science in Finance from Wake Forest University in May 2026. As a generalist, he will support assignments across multiple property types while working closely with Sheahan on ground assemblage, site selection and retail brokerage.

Glarner brings experience in financial analysis, underwriting, market research, due diligence and financial modeling. During an internship with Great Southern Bank, he reviewed financial statements, analyzed borrowers and assisted with the evaluation of commercial real estate loans.

“I was drawn to commercial real estate because every property and every transaction is different,” Glarner said. “I’m especially excited to learn from NAI DESCO’s experienced brokers and develop a strong understanding of the St. Louis market.”

Glarner is also a graduate of Saint Louis Priory School and has a particular interest in industrial real estate.

Press Release



The addition of Williams, Bellinger and Glarner strengthens NAI DESCO's brokerage platform while advancing the firm's commitment to combining experienced market leadership with the development of its next generation of commercial real estate professionals.



Zach Williams | Vice President



Connor Bellinger | Associate Broker



Will Glarner | Associate Broker

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[About NAI DESCO](#)

NAI DESCO is a St. Louis-based commercial real estate firm specializing in brokerage, property management, and investment advisory services across Missouri and Central and Southern Illinois. Since 2000, the firm has built its reputation on delivering results, earning client trust, and maintaining long-term relationships across office, industrial, retail, medical, and investment properties.

As a member of [NAI Global](#), NAI DESCO combines deep local market expertise with the reach of a worldwide network of more than 325 offices and 5,800 professionals, completing over \$20 billion in transactions annually.

To learn more, visit www.naidesco.com.