



Bellator Real Estate agents cover both Mobile and Baldwin counties. In 2013 the company expanded to Mobile and has 26 agents working here. Pictured above are independent agents from both counties.

Bellator Builds on Faith, Effort and Gratitude

The recession of 2008 turned out to be a time of opportunity for Bellator Real Estate & Development.

Nathan Cox founded the company that year in Spanish Fort as a result of a \$60 million investment project to buy distressed properties along the Gulf Coast during the economic downturn. Since then, the company has continued to grow, with Cox and **Troy Wilson** of ERA Platinum Properties merging their companies in 2011, and later opening a west Mobile office in 2013.

Today, Wilson manages Bellator's eight residential real estate offices and commercial division as its president, and **Don Jones** manages the west Mobile office, which has grown from five to 26 agents and closed more than \$65 million in sales in 2016.

Bellator Real Estate & Development is the Mobile Area Chamber's Small Business of the Month.

Marketing Director **Casey Patterson** said the company's secret to success is that it sees its clients as more than a sale.

"We recognize real estate investments can play a crucial role in the long-term plan of a person's life, but that people are made up of much more than transactions and numbers," Patterson said. "Because of their core values of faith, effort and gratitude, Bellator agents are creating a culture of relationships and commitment to impacting lives instead of just the bottom line."

Those core values extend outside the office, as well, as Bellator's agents are challenged to improve their communities and get involved with at least one charitable organization throughout the year. Some of those organizations have included Under His Wings girls' home, Veterans' Angel Tree, Prodissee Pantry in Spanish Fort, Wilmer Hall and the American Cancer Society. The company has also held listing competitions to benefit several charities, "month of service" projects and a fundraiser for Jon Mason Lim, a local child with a brain tumor who was in need of financial assistance.

"Bellator believes so fully in this mission that the company has built community service into its daily culture, even providing an online forum for agents across different markets to communicate service projects and prayer requests with one another at any time," Patterson said.

Since opening the west Mobile office in 2013, Bellator has opened new locations in north Mobile and Midtown and is actively recruiting new team members as it continues to expand its client base.

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