



Associate Vice President
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Matt Wickstra, CCIM, SIOR

Area of Expertise

My primary focus lies within industrial real estate brokerage, investment sales and land development.

Business and Educational Background

I have more than 20 years of experience in commercial real estate. My tenure in brokerage, combined with significant experience with financial planning and analysis, aids me as I seek creative and thoughtful solutions for my clients that will mitigate their risk and maximize their real estate opportunities.

My experience in commercial real estate is extensive. My career began in brokerage with an emphasis in industrial sales and leasing, land acquisitions and investment real estate. Over the years, I have also worked for a general contractor in sales and finance.

During my real estate career, I have gained expertise in many aspects of commercial real estate transactions from financial evaluation, environmental concerns and incentives, legal and entitlement processes, to general project due diligence matters.

My experience includes project planning through full project lifecycle for development services. I have served as an owner's representative on development projects ranging in size from \$250,000 to projects exceeding \$10,000,000 in value.

Professional Accomplishments

- Colliers Everest Club Recipient 2022 (Top 10% of Colliers Brokerage professionals in U.S.)
- Earned Society of Industrial and Office Realtors (SIOR) designation in 2022
- CoStar Top Power Broker
- Commercial Alliance of Realtors 2019 Industrial Portfolio Sale
- Commercial Alliance of Realtors 2016 Biggest Industrial Sale

Community Involvement

- Board Member - Lakeshore Habitat for Humanity
- West Coast Chamber of Commerce

Education

B.A Economics, Mathematics;
Wheaton College

Certified Commercial Investment
Member (CCIM)

Certified Management Accountant
(CMA) Candidate

Licensed Real Estate Broker
State of Michigan

Affiliations and Memberships

Society of Industrial and Office
Realtors (SIOR)

Institute of Management
Accountants (IMA)