

**BRAD  
LANCASTER, SIOR**

SVP | Industrial Services | Shareholder

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*Brad is a Senior Vice President with Kidder Mathews and is the Broker of Record for our Nevada operations, with expertise in industrial real estate site analysis, brokerage, development, and client services.*

He has represented hundreds of tenants, buyers, landlords, and sellers of manufacturing and distribution facilities, industrial zoned land, and industrial flex facilities in the Northern Nevada region. Since he entered the business in 2007, Brad has played an integral part in his clients' successful expansions, design of new facilities, and acquisition of state incentive packages. Brad's goal is to help his clients make sound business decisions and position them for long-term success with their businesses and Industrial Real Estate endeavors. Brad's tenure in the Industrial Real Estate industry, business acumen, and Northern Nevada Industrial Market knowledge allow him to provide benchmark support and guidance to his clients and colleagues. Brad has assisted with projects/facility acquisitions from 5,000 square feet up to 566,000 square feet, and has accepted numerous landlord-representation assignments in which he has increased occupancy at multi-tenant industrial projects from as little as 18% to 100%. Amongst other accolades throughout his career, Brad has been awarded "Industrial Broker of the Year" and "Overall Broker of the Year" for the Northern Nevada region via the Summit Awards.

Brad has been a Reno/Tahoe resident since 1997. He greatly enjoys the region's outdoor lifestyle with his wife and two children.

**AWARDS & AFFILIATIONS**

Licensed Nevada Real Estate Broker

Member, Society of Industrial & Office Realtors (SIOR)

Member, Northern Nevada Development Authority (NNDA)

Scholarship Designee, Northern Nevada CCIM Chapter

Past Board Member, Project Great Outdoors, servicing at-risk youth

**EDUCATION**

BS in Commercial Rec/Small Business Management, CSU, Chico

AA in Fire Technology & EMT / Fire-Rescue Certifications, Shasta College

CCIM Investment / Financial Analysis Courses

SIOR Industrial Real Estate Coursework