

MATT MCLENNAN, SIOR, CCIM

Executive Vice President, Shareholder

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Matt McLennan specializes in industrial leasing, sales, investments, and development in the Western Washington/Puget Sound region. Since joining Kidder Mathews, Matt has facilitated over 3.7 million square feet of sale and lease transactions, and sold/leased over 400 acres of land, with total consideration exceeding \$400 million. He received Kidder Mathews' "Big Hitter" award in 2021, 2022, 2023 and 2024, a coveted recognition given to the company's top annual producers. In 2024 Matt was elected to the Kidder Mathews Executive Board of Directors. Matt excels in adding value and negotiating on his clients' behalf. Matt's tireless work ethic and positive attitude allow him to maximize returns in all transactions in which he participates. His ability to quickly build relationships enables him to move at a fast pace, ultimately savings his clients' time and money.

Before starting his brokerage career with Kidder Mathews, Matt spent four years in various sales and upper management roles in the wine and spirits industry for the E&J Gallo Winery and Southern Glazer's Wine and Spirits. In his final position, he was responsible for over 100 sales representatives across the state of Washington while directly managing the internal promotion of a 150+ brand portfolio. He was a top performer in all his roles and was often commended for his critical thinking skills and ability to close the sale.

EDUCATION

Bachelor of Science in marketing, University of Arizona, Tucson, Arizona.

Matt graduated from the Eller College of Management at the University of Arizona in Tucson, Arizona. Matt was involved in several organizations on campus and held leadership positions that include president of the Order of Omega Greek Leadership, vice president of the Bobcats Senior Honorary, recruitment coordinator for the Sigma Chi Fraternity, and 4-time winner of the Arizona High Regents Honor.

AWARDS

Top Broker Award - ConnectCRE - 2022, 2023, 2024, 2025

Industrial Influencer Award Winner - GlobeSt - 2022, 2024

Kidder Mathews Top Producer PNW - 2021, 2022, 2023, 2024

Next Generation Award Winner - ConnectCRE - 2021

CRE's Aspiring Leaders Award - GlobeSt - 2024

Board Member - Kidder Mathews Board of Directors

SELECT CLIENT LIST

A-1 Distribution

Airgas USA

All Season Transport

American Realty
Advisors

Bridge Industrial

Great Day Improvements

Dickson Company

Gene's Towing

Fortress
Investment Group

Mountain Construction

Muckleshoot
Indian Tribe

North Pacific Industries

Panattoni Development

Peak Design

Prologis

Provisioners

REDCO

Seattle Safety

UNIPRO

WPT Capital

AFFILIATIONS

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| Member SIOR (Society of Industrial & Office Realtors) | Member CBA (Commercial Brokers Association) |
| Member CCIM (Certified Commercial Investment Member) | Member WSCAR (Washington State Commercial Association of Realtors) |
| Member IAMC (Industrial Asset Management Council) | Member Fircrest Golf Club |
| Board Member Economic Development Board Tacoma-Pierce County | |

REPRESENTATIVE TRANSACTIONS

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|-----------------|---|
| \$41M | 202,000 SF disposition on behalf of Peak Design in Bonney Lake, WA |
| \$22M | 9-acre disposition and acquisition on behalf of Utility Trailer Sales of WA and Fortress Investment in Auburn, WA |
| \$13.75M | 68,911 SF disposition on behalf of MCA Realty in Federal Way, WA |
| \$13M | 6.7-acre disposition on behalf of a private seller in Sumner, WA |
| \$10M | 4.4-acre disposition and acquisition on behalf of Private Seller and Lift Partners in Kent, WA |
| \$5.75M | 41,142 SF disposition on behalf of Quality Stamping in Sumner, WA |
| \$5.25M | 28,000 SF disposition on behalf of Cascade Gasket in Kent, WA |
| \$5M | Purchases and dispositions on behalf of Artech in Portland, OR |
| \$3.55M | 25-acre acquisition on behalf of WPT REIT |
| \$3.45M | 16,840 SF disposition on behalf of Tabs Plus in Auburn, WA |
| \$3M | 13,162 SF acquisition on behalf of 3555 Erickson LLC in Gig Harbor, WA |
| 1M+ SF | 17,140 SF disposition on behalf of Pacific Wire in Auburn, WA |
| 354K SF | Leasing on behalf of Peak Design in Bonney Lake, WA |
| 251K SF | Leasing on behalf of Curt Manufacturing in Fife, WA |
| 202K SF | Leasing on behalf of American Realty Advisors in Sumner, WA |
| 85K SF | Leasing on behalf of Diono in Sumner, WA |
| 65K SF | Leasing on behalf of TA Realty lease in Puyallup, WA |
| 63K SF | Leasing on behalf of Winebow in Kent, WA |
| 61K SF | Leasing on behalf of Stratus Surfaces in Kent, WA |

REFERENCES

Institutional Owners



BEN BRODSKY
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JUSTIN CARLUCCI
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Tenants



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Competitors



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