

JAY RICHTER, SIOR, CCIM

Senior Vice President

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Jay joined Kidder Mathews as a vice president in February 2016. Prior to joining Kidder Mathews, Jay was an associate vice president at Cushman & Wakefield from 2008 - 2016. Prior to Cushman & Wakefield, he spent eight years as a commercial agent at boutique commercial real estate firms in Sacramento and San Francisco. A partial list of Jay's past and present clients include Citibank, Dome Printing, Bullard Construction, Northern California Tile & Stone, North State Electrical Contractors, Maita Auto Group, and the City of Sacramento. Jay works closely with his clients in the acquisition, disposition, and leasing of industrial, commercial, and land properties in an effort to meet and exceed a client's real estate needs and goals.

Jay primarily focuses on industrial and office transactions throughout greater Sacramento with a footprint expanding to the California/Oregon border. He began his career in 2001 interning as an office broker with Starboard Commercial Real Estate in San Francisco's Financial District. Richter now resides in the Sacramento region with his family and spends his free time coaching and mentoring youth sports.

Richter holds the Society of Industrial and Office Realtors Designation ("SIOR") and is a Certified Commercial Investment Member ("CCIM"). The SIOR and CCIM Designations, in conjunction with holding a broker's license, add value to Jay's clients and set him apart from competitors.

EDUCATION

Bachelor's in Sociology and Minor in Economics, California State University, Sacramento

SIOR - Society of Industrial and Office Realtors - Designation

CCIM - Certified Commercial Investment Member - Designation

Real Estate Broker License, State of California

PROFESSIONAL AFFILIATIONS

CCIM "Northern California Chapter of CCIM"

SIOR "Society of Industrial and Office Realtors"

ACRE "Association of Commercial Real Estate"

CAR "California Association of Realtors"

NAR "National Association of Realtors"

SELECT CLIENT LIST

Northern California Tile and Stone Corp

Maita Auto Group

Dome Printing

Bullard Construction

Connected International

Rincon Towing

City of Sacramento

Capitol City Stucco

Eyefinity Corporation (VSP)

GexPro

Leonard Development

Berg Electric

Tri Counties Bank

West America Bank

Citi Bank

Calvary Christian Church of Sacramento

PepsiCo

Premiere Pools & Spas

Priority Parking

Rexel, Inc.

MAJOR TRANSACTIONS

±65K SF	Industrial - Commerce Circle, Sacramento CA
±40K SF	Industrial - Mercantile Drive, Rancho Cordova, CA
±24K SF	Industrial/Flex - Glenhaven Court, El Dorado Hills, CA
±63K SF	Industrial - Hays Lane, Woodland, CA
±52K SF	Industrial - Rovana Circle, Sacramento, CA
±64K SF	Industrial - Pell Drive, Sacramento, CA
±24K SF	Industrial - Horn Road, Sacramento, CA
±80 AC	Walnut Orchard - Clements, CA
±40 AC	Pear Orchard - Ryde, CA
±300 AC	Ag/Cannabis - Lake County, CA
±25 AC	Industrial Land - Roseville, CA
±25 AC	Industrial Land - Roseville, CA
±66K SF	Industrial/Office - Caterpillar Road, Redding, CA
±13K SF	Flex/Office - Iron Point Road, Folsom, CA
±17K SF	Flex/Office - Trade Center Drive, Rancho Cordova, CA

PROFESSIONAL RECOGNITION

SIOR, the Society of Industrial and Office Realtors, is the leading commercial real estate association, representing the world's top producing brokers. They are the most trusted resource in CRE.

CCIM, Certified Commercial Investment Member, is a recognized expert in the commercial and investment real estate industry. The CCIM lapel pin is earned after successfully completing a designation process that ensures CCIMs are proficient not only in theory, but also in practice.