



**Richard F. Etner, Jr., SIOR** Executive Managing Director

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### Professional Expertise

Rick Etner joined the Cushman & Wakefield Fort Lauderdale office in 1988, partnering with Chris Metzger to handle the sales and leasing of industrial land and properties. He is an Executive Managing Director with a team consisting of his partners Chris Metzger, Christopher Thomson, Matthew G. McAllister, Merritt Etner, and Alex VanDresser.

Mr. Etner specializes in the leasing and sale of industrial buildings; sales of vacant land as well as development planning for build-to-suits for his clients.

### Clients Served

Bristol Group, Cabot Properties, Coca Cola Bottling Company, Easton & Associates, Exeter Property Group, Formica Corporation, GA Telesis, GE Supply, Prologis, Prudential, Federal Express, and Unaflex Corporation.

### Professional Affiliations

- Society of Industrial and Office Realtors (SIOR)
- National Association of Industrial & Office Properties (NAIOP)
- Florida Atlantic University (FAU) Real Estate Committee Member

### Professional Recognition

- C&W Rookie of the Year: 1989 (John Medbery Award)
- C&W Top Industrial Team- South Florida: 2000, 2002, 2003, 2009, 2010, 2015-2018
- C&W Top Producing Team in Broward & Palm Beach Counties: 2006, 2007, 2015-2019
- C&W Top Producer: 2011, 2012, 2016, 2017, 2018, 2019, 2020
- C&W Deal of the Year: 2015, 2020
- NAIOP Industrial Lease of the Year Finalist: 2016
- NAIOP Industrial Sale of the Year Finalist: 2018, 2020
- NAIOP Industrial Brokerage Team of the Year: 2006, 2007, 2017, 2018
- NAIOP Industrial Broker of the Year: 2004, 2006, 2008

### Education

- Barry University in Miami – Bachelor of Arts degree