



Dick Hecker

Vice President

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Career Summary

Dick Hecker joins the firm as Vice President, continuing an extensive background in the real estate industry. Throughout his twenty-year career, Dick has participated in many facets of the commercial real estate industry including leasing, investment sales, asset management, development, finance and business development.

Background and Experience

Most recently, Dick served as Managing Director for Colliers International. Mr. Hecker was responsible for the lease and sale of commercial buildings. He successfully established relationships with many corporate clients including key developers. In this position Mr. Hecker also coordinated and developed marketing strategies for exclusively represented properties. Prior to that, he served as Senior Director of Acquisitions and Originations for Palisades Financial, LLC. He was responsible for seeking out and evaluating loan originations ranging from \$2,000,000 - \$50,000,000 including first mortgages, bridge financing and mezzanine debt. Mr. Hecker was also involved in identifying commercial real estate acquisition opportunities. Once identified, he analyzed the transaction and conducted due diligence, as well as assisting with pricing, the overall transaction structure, and closing. Once properties were purchased, Mr. Hecker served as asset manager through direct day-to-day involvement with leasing agents and property managers to ensure professional maintenance of the asset. He was also pivotal in the disposition of several assets culminating in a high rate of return on capital investments.

Throughout his tenure in real estate, Mr. Hecker has structured acquisitions and leases in excess of 5 million square feet of space with hands-on involvement from the initial offer to the final execution of contracts and leases.

Education

- Ohio State University
- Cleveland State University

Professional Affiliations and Designations

- New Jersey Licensed Real Estate Salesperson