



Derrick Stricker

CCIM/ SIOR

NAI Tri-Cities

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Background & Experience

Derrick J. Stricker is a second generation Tri-Citizen & Commercial Real Estate leader that is growing Tri-Cities one transaction at a time. Growing up in a commercial real estate family; Derrick was learning Location and NOI lessons early in his childhood and getting his “property management chores” complete during the Tri-Cities growth of the 90’s.

Derrick graduated from Gonzaga University where he double majored in Economics & Political Science. He took full advantage of the Gonzaga platform and played an active role in several student and service organizations and explored much of what his amazing University could offer. After a few educational semesters in Italy and Washington DC, Derrick decided to ditch his law school dreams for a startup business and a real estate internship in Spokane with Global Credit Union. Derrick ended up getting his Master of Business Administration (MBA) at Gonzaga with a concentration in Finance and soon left to Chicago to start his career in Investment Banking & Corporate Finance.

Derrick’s career in Chicago started as an Analyst with a boutique investment bank that focused on mergers and acquisitions, raising capital and advisory services in the Community Banking sector. As that sector hit hard macro times, he parlayed into a Corporate Finance role at Bally Total Fitness who was in deep financial trouble and hungry for an analyst that had a variety of skillsets. Bally filed for Chapter 11 protection and Derrick’s role was a Financial Analyst to the FP&A, Real Estate, and Marketing departments, which was a great fit for his education and personality. After learning some fundamentals of analyzing and dissecting big business, trends and concepts in Chicago; he sought after a more entrepreneurial setting to apply his knowledge and passion somewhere West.

Derrick joined his Father (and Mother) at Dirk Stricker Commercial Real Estate, back in Tri-Cities, WA in 2011 and started on his new entrepreneurial path. Dirk, who was one of Tri-Cities first Commercial Brokers was a great soundboard of 20+ years of experience and deal volume to help mentor Derrick on the essentials of a successful CRE platform. Derrick kept the Chicago hustle present in his hometown and quickly completed \$5M in transactions and earned the Certified Commercial Investment Member (CCIM) designation before turning 30 years old. He has just celebrated his 4th anniversary with NAI Tri-Cities and works in all sectors of CRE in his tertiary market but focuses more in the Office, Industrial and new development disciplines. Now with over 150 transaction and \$30M in deal volume; he is a SIOR candidate and hopes to finish this in '17.

Part of what keeps Derrick highly engaged in Commercial Real Estate is the effect one can do for their community. He is an Executive Board member for the Regional Chamber of Commerce. Through the Chamber’s platform and community vision; there are plenty of projects for him to get involved with. He was recently named the 2015 Chamber STAR for his

service, time, attitude and reliability. Derrick has been on committees involved with the City of Kennewick and Port of Kennewick on their Bridge 2 Bridge/Downtown Kennewick and Vista Field Redevelopment work and now on the verge of seeing tangible gains from those community efforts. Derrick has not lost his Gonzaga pride and served as a Chapter President for almost a decade between the Chicago and Tri-Cities Chapters before transitioning into a role on the College of Arts & Sciences Advisory Council for Gonzaga and brings his youthful perspective to a college that was instrumental in his success. If you want to engage him in a spirited conversation, ask him if Gonzaga will make the Final Four this year...

He is married to Kathleen (Property Manager for StrickerCRE) and usually very busy chasing around their two children; Sloane (5) and Duke (3).

Professional Affiliations & Designations

ICSC
CCIM

Educational Background

Gonzaga University: BA- Political Science & Economics ('06)

Gonzaga University: MBA- Finance ('07)