



DWIGHT HOTCHKISS, SIOR

Executive Managing Director, COO

D 610.601.8504

O 610.400.0499

dhotchkiss@lee-associates.com

lee-associates.com

220 W. Germantown Pike, Suite 200
Plymouth Meeting, PA 19462

PROFILE

Dwight Hotchkiss is the Executive Managing Director and COO at the Eastern PA and Western PA offices of Lee & Associates Commercial Real Estate Services, the nation's largest broker-owned commercial real estate services firm. With robust expertise in the commercial real estate industry and leading successful teams, Dwight has a proven track record of accelerating client development, expanding new markets and delivering sales and revenue growth in rapidly evolving environments.

Dwight currently leads a team of brokers, associates, and staff in three offices across the Commonwealth of Pennsylvania. The Central PA and Suburban Philadelphia offices (Eastern PA) serve the Philadelphia Region including; Southern New Jersey, Delaware, Maryland, Northeastern PA, Central PA and the Lehigh Valley, one of the fastest growing markets in the country, in part due to it's ability to serve the Ports of NY/NJ and Philadelphia. The Pittsburgh office (Western PA) covers the Greater Pittsburgh Region including West Virginia and Maryland.

CAREER SUMMARY

From 2018 to 2023, Dwight held the position of President in the offices of Lee & Associates Riverside County. In his five-year term, Dwight lead his team to unprecedented growth in 2019 with a 24 percent increase in revenue - the largest year-over-year increase in firm history. A testament to his commitment to employee engagement and productivity, his implementation of custom training programs and broker-specific business planning led to record levels of average per-associate revenue growth in the same year.

Prior to joining Lee & Associates, Dwight served as the National Director of Industrial Services for Colliers International, a global commercial real estate company with more than 15,000 employees in 62 countries. In this role he oversaw business and client-facing strategies and initiatives for the U.S. industrial sector and managed more than 600 brokers. Additionally, he managed the company's client engagement training program while establishing and leading the global industrial leadership group representing Europe, Asia, Australia and Latin America. Concurrently, Dwight served as the President of the U.S. Brokerage Services where he held full P&L responsibility for 19 national practice groups comprised of more than 500 brokers in more than 100 markets.

Previously, Dwight served as Executive Managing Director with Cushman & Wakefield, a top global commercial real estate services firm. In this role he was responsible for all operational aspects of the multi-million-dollar industrial platform where he created and executed strategic plans for business development, recruitment and retention, budget management and platform connectivity to all areas of the organization.

Committed to his community, Dwight serves on the nonprofit boards of the Los Angeles Ronald McDonald House and the Thrive in Joy Nick Fagnano Foundation, an organization that encourages and rewards character in young people through education and recreation. He also is a board member of The Albert and Elaine Borchard Foundation, which raises funds to promote research, education, social justice and the arts to improve the human condition. Dwight earned a Bachelor of Business Administration from the University of Southern California and is an active member of the Society of Office and Industrial Brokers, the National Association of Office and Industrial Professionals and the Urban Land Institute.

PROFESSIONAL AFFILIATIONS

- SIOR - Society of Industrial and Office Realtors SIOR
- ULI - Urban Land Institute
- NAIOP Commercial Real Estate Development Association