

# BRIAN HATCHER

**Regional President, Brokerage,  
Pacific Northwest**

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*Brian Hatcher is the Regional President of Brokerage for the Pacific Northwest, overseeing strategic business pursuits, client relationships, talent recruitment, and the development of all service lines across Seattle, Bellevue, South Seattle, Tacoma, and Portland.*

With over 40 years of commercial real estate experience, Brian is a well-known industry leader. He joined Kidder Mathews in 1997, where he initially built a successful career as an office specialist in Bellevue's Eastside market before stepping into his current role. Under his leadership, the Pacific Northwest region has become a powerhouse, growing to 175 brokers, including 22 new additions in just the past year. Today, the region is recognized as one of the largest and most successful brokerage groups in the area.

In addition to his role as Regional President, Brian also served as President and COO of Kidder Mathews for the past five years, serving on the board of directors, Strategic Planning Committee, and executive leadership team. During this time, he was responsible for driving the company's strategic growth initiatives and overseeing operations across 19 locations in Washington, Oregon, California, Idaho, Nevada, and Arizona.

Over his three-decade career at Kidder Mathews, Brian has played a pivotal role in the company's success. Today, Kidder Mathews is the largest fully independent commercial real estate firm in the Western U.S., with over 900 professionals, \$10 billion in transaction volume, 57 million square feet of managed property, and 2,600 appraisal, consulting, and cost segregation assignments annually. Thanks to his leadership, Kidder Mathews has been recognized for 18 consecutive years as one of Washington's Best Workplaces by the Puget Sound Business Journal, earning the top spot in 2024.

Brian's contributions extend beyond Kidder Mathews. He has also served as vice president and president of the Washington State Chapter of the Society of Industrial and Office Realtors (SIOR), president of the Commercial Brokers Association (CBA), and he is a past board member of the YMCA of Snohomish County.

## EDUCATION

University of Washington  
BS, finance