



# MONICA WALLACE

**Executive Vice President, Director of Retail**

Monica Wallace is an executive vice president and Director of Retail at Kidder Mathews. She joined the firm in 2021 and specializes in leasing and sales of retail properties in Washington State.

With more than 24 years of experience, Monica understands the nuances of retail, including existing shopping centers and new construction projects. She develops and implements strategies for marketing listings through internet advertising, constant contact with the brokerage community, targeted cold calling, and contacting her comprehensive list of tenants active in the market. Monica makes continuous client contact and communication a priority through the completion of the project.

As Director of Retail, she works with the company's retail team to develop and implement retail business strategies and assist in the recruitment of retail brokers in all 19 Kidder offices on the West Coast.

## SPECIAL RECOGNITION

**INFLUENCER IN RETAIL REAL ESTATE**, GlobeSt. Real Estate Forum 2022

**BISNOW POWER WOMEN**, 2016

**BROKER OF THE YEAR**, Washington Commercial Realtor 2014

**POWER BROKER**, CoStar

## PROFESSIONAL AFFILIATIONS

### Commercial Brokers Association (CBA)

Chair, 2022

Board of Directors, 2018 - present

Executive Committee, 2021 - present

### University of Washington, Runstad Department of Real Estate

Advisory Board, 2023 - present

### Bellevue Downtown Association

Board of Directors, 2016 - present

Executive Committee, 2018 - 2022

### Washington State Commercial Association of Realtors (WSCAR)

Board of Directors, 2011 - present

Secretary/Treasurer, 2016

President, 2013

### NAIOP

Member 2022 - present

### International Council of Shopping Centers (ICSC)

Member 2001 - present

## REPRESENTATIVE CLIENTS

Regency Centers

Hines

American Assets Trust

ONNI

Pillar Properties

SRM Development

Simpson Housing

UDR

Legacy Partners

ALG Investments

Barings

## EDUCATION & CREDENTIALS

Bachelor of Arts, University of Washington

Stanford Graduate School of Business, LEAD Business Program

Licensed Managing Broker, State of Washington



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