



Richard F. Etner, Jr., SIOR Vice Chairman

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Professional Expertise

Rick Etner is an Executive Managing Director at Cushman & Wakefield's Fort Lauderdale office, where he has been a driving force in South Florida's industrial real estate market since 1988. Partnering early on with Chris Metzger, Rick helped establish one of the region's most respected industrial brokerage teams.

With decades of experience, Rick specializes in the leasing and sale of industrial buildings, the disposition and acquisition of vacant land, and strategic development planning for build-to-suit projects. His deep market knowledge and consultative approach have made him a trusted advisor to institutional investors, developers, and corporate occupiers seeking tailored solutions across Broward and Palm Beach Counties.

Rick's long-standing reputation is built on integrity, precision, and performance- qualities that continue to define his impact on the region's industrial landscape.

Clients Served

Chromalloy, Good Greek Moving, Niagara Bottling, Compass, Lehman Pipe, Utz, Adhesive Tech, Fitnessmith, HD Supply, PCI. Bristol Group, Cabot Properties, Coca Cola Bottling Company, Easton & Associates, Exeter Property Group, Formica Corporation, GA Telesis, GE Supply, Prologis, Prudential, Federal Express, and Unaflex Corporation.

Professional Affiliations

- Society of Industrial and Office Realtors (SIOR)
- National Association of Industrial & Office Properties (NAIOP)
- Florida Atlantic University (FAU) Real Estate Committee Member

Professional Recognition

- C&W Rookie of the Year: 1989 (John Medbery Award)
- C&W Top Industrial Team- South Florida: 2000, 2002, 2003, 2009, 2010, 2015-2025
- C&W Top Producing Team in Broward & Palm Beach Counties: 2006, 2007, 2015-2024
- C&W Top Producer: 2011, 2012, 2016-2024
- C&W Deal of the Year: 2015, 2020, 2021
- NAIOP Industrial Lease of the Year Finalist: 2016, 2021-2024
- NAIOP Industrial Sale of the Year Finalist: 2018, 2020, 2021
- NAIOP Industrial Brokerage Team of the Year: 2006, 2007, 2017, 2018 - 2024

Education

- Barry University in Miami – Bachelor of Arts degree