

June 26, 2012

Lawrence D. Richards has joined Key Solutions Real Estate Group to head the company's new Commercial Division. Larry was a director at Keller Williams Commercial Division and served as a senior advisor for Sperry Van Ness Blackpoint Realty specializing in the sale and leasing of land, retail and office property, as well as tenant representation, primarily in Sarasota and Manatee Counties, Florida. With over **23 years** of commercial real estate experience, Richards has secured over 325 transactions with a career sales volume in excess of \$125 million.

Prior to joining Sperry Van Ness, Richards served as associate broker for RE/MAX Properties in Nashua, NH for 16 years. Duties included sales, leasing and site selection as well as buyer and tenant representation for land, retail and office properties. Previously, Richards served four years as Associate Broker for Prudential Crain Realty, where he also sold and leased commercial property.

Richards received the designation Certified Commercial Investment Member (CCIM) from the Institute in 1995. Richards served as President of the New Hampshire Commercial Investment Board of Realtors (NHCIBOR) and was also awarded the Realtor of the Year by NHCIBOR.

Active in the commercial real estate industry, Richards is a member of the International Council of Shopping Centers (ICSC), the Florida CCIM chapter, Sarasota Association of Realtors (SAR), National Association of Realtors (NAR) and Florida Association of Realtors (FAR).

Richards earned a master's degree in Business Administration from Rochester Institute of Technology in Rochester, NY. Richards also earned a bachelor's degree in Mechanical Engineering from Grove City College in Grove City, PA.

In his spare time Richards enjoys traveling with his wife Toni, boating, golf and reading.

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