



**Robert Brown**

**Real Estate Professional**

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## QUALIFICATIONS

- ✓ **13+ years of Residential & Commercial Real Estate experience** with a proven track record of success.
- ✓ **Empowered** and **highly motivated** individual, results oriented and extremely organized, immediately able to contribute to operations.
- ✓ **As Owner of Brown DIM Inc.**, manage **40 million in real estate**; consisting of shopping centers in Las Vegas, land investments in California, and residential investments in Las Vegas, San Diego, and Orange County.
- ✓ **Sold over 100 million worth of commercial & residential** properties over 10 years.
- ✓ Exceptional **interpersonal** and **communication skills** with proficiency to promote confidence and build and maintain strategic business/client relationships, while interfacing positively with people of diverse backgrounds.
- ✓ **Well-developed organizational skills**; identifies work plans, considers priorities, forecasts problems, and envisions solutions.

- *Client Services*
- *Sales/Marketing*
- *Troubleshooting*
- *Market Penetration*
- *Contract Negotiation & Administration*
- *Team Building & Personnel Management*
- *Residential & Commercial Property*
- *Prospect Development / Lead Generation*
- *Communication Skills – Verbal & Written*

*“Total Quality Real Estate Professional”*

## PROFESSIONAL SUMMARY

Skilled Real Estate professional leveraging 10+ years experience in residential / commercial real estate, real estate litigation, trust litigation, asset purchase & sales, and property management. Hands on manager and critical thinker who can learn quickly, develop expertise, and produce immediate contributions in systems, analysis, and business operations. Prepared to apply solid background in operations management toward driving domestic business growth.

Able to efficiently manage multiple projects simultaneously. Maintain a vast wealth of knowledge in many areas including development, leasing, tenant improvements, and land investments. Highly proficient in residential development and residential investing, infrastructure implementation, leasing, and brokerage. Empowered and highly motivated individual, results oriented and extremely organized, excellent communication, relationship-building skills and a team player with a desire to succeed.

## KEY SKILLS & AREAS OF EXPERIENCE

- **ACCOUNT MANAGEMENT:** Review and approve annual property operating budgets, monitor all purchases and expenses to ensure cost effectiveness and compliance with budget parameters, prepare monthly variance reports and quarterly budget reforecast reports.
- **RELATIONSHIP BUILDING:** Dedicated, innovative and self-motivated team player/builder. Established strong working relationships with county and city personnel.
- **PERSONNEL MANAGEMENT:** Maintain personnel operations on a daily basis; supervise and train personnel. An innate ability to develop loyal and cohesive staffs dedicated to the task at hand.
- **TECHNICAL:** Proficient in Outlook, Word, Excel. Current Real Estate Broker License CA & NV

**CAREER EXPERIENCE**

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**Fantastik Realty** – San Diego and Las Vegas, CA 2010 - Present

**Owner / Broker**

**Brown DMI Inc.** 2000 – Present

**Owner / President** (Nov. 2002 – Present)

- Manage 40 million in real estate; consisting of shopping centers in Las Vegas, land investments in California, and residential investments in Las Vegas, San Diego, and Orange County.
- Supervised the sale of 2 shopping centers in Las Vegas (Craig Valley Plaza & Gate Way Business Park) and the disbursement of funds and assets.
- Gained extensive experience in real estate litigation, trust litigation, asset purchase and sales, development, leasing, property management, tenant improvements, land investments, residential development, residential investing, leasing, and brokerage.
- Utilized superior communications skills to motivate staff and develop effective working relationships with executives and clients.
- Maximized profitability through superior customer service, effective and prompt communication and follow-up on all pending matters with the customer; maintained 100% customer and employee satisfaction as Owner.

**VP of Operations** (2000 – Nov. 2002)

- Managed operations consisting of shopping centers in Las Vegas, land investments in California, and residential investments in Las Vegas, San Diego, and Orange County.
- Acted as sole decision maker for all leasing, management, tenant improvements, and the development of two retail buildings on vacant pads; part of one shopping center we owned.
- Consistently made new contacts, closed orders and generated repeat business through effective management.
- Demonstrated the ability to pique interest and ultimately generate the sale of high-end real estate, even to initially ambivalent clientele.

**Re/Max Coastal Properties** – San Diego, CA 2007 - 2010

**Real Estate Agent**

- Utilize sound planning, attention to detail, consultative sales techniques, and company reputation to build customer trust and expedite a property's sale.
- Coordinate property closings, overseeing signing of documents and disbursement of funds.
- Act as an intermediary in negotiations between buyers and sellers, generally representing one or the other.

**Realty One Group** – Las Vegas, NV 2007 - 2009

**Real Estate Agent**

- Promote sales of properties through advertisements, open houses, and participation in multiple listing services.
- Compare a property with similar properties that have recently sold in order to determine its competitive market price.
- Confer with escrow companies, lenders, home inspectors, and pest control operators to ensure that terms and conditions of purchase agreements are met before closing dates.

**Realty Executives** – Las Vegas, NV 1998 - 2007

**Real Estate Agent**

- Successfully guided homebuyers and sellers through the sale and purchase of properties.
- Generated lists of properties that were compatible with buyers' needs and financial resources.
- Coordinated appointments to show homes to prospective buyers.
- Established positive flow of communication with other agents, buyers and sellers, mortgage officers, title personnel and attorneys involved in the home buying and selling process.

**EDUCATION & CAREER DEVELOPMENT**

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**University of San Diego, San Diego, CA** – *Master of Science in Real Estate* - 2010

**University of Southern California, Los Angeles, CA** - *Bachelors of Philosophy* - 2005

**The Meadow School, Las Vegas, NV** – 1997