

Aisha Patel

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SUMMARY

Dedicated Commercial Real Estate Broker with over 5 years of experience in leasing and investment sales. Proven track record in negotiating deals exceeding \$10 million and enhancing client portfolios through strategic market analysis.

EXPERIENCE

Commercial Real Estate Broker

Jan 2022 - Present

Greenfield Realty Group, San Francisco, CA

- Closed over \$15 million in commercial property transactions in 2022, achieving a 20% increase from the previous year.
- Expanded client portfolio by 30% through targeted marketing strategies and relationship building.
- Utilized CoStar and LoopNet for market analysis, improving property valuation accuracy by 25%.

Real Estate Associate

Jun 2018 - Dec 2021

Urban Realty Advisors, Los Angeles, CA

- Developed and managed a pipeline of over 50 active clients, resulting in a 15% year-over-year growth in sales.
- Facilitated lease negotiations for properties totaling over 200,000 square feet, reducing vacancy rates by 10%.
- Implemented CRM software to streamline client communication, saving an average of 10 hours per week.

Junior Real Estate Analyst

Jul 2016 - May 2018

Metro Commercial Properties, San Diego, CA

- Conducted comprehensive market research that informed investment strategies valued at over \$5 million.
- Assisted in preparing financial models and forecasts, increasing accuracy in investor presentations by 30%.
- Coordinated property tours and client meetings, enhancing client engagement and retention.

EDUCATION

Bachelor of Science in Business Administration

May 2018

University of California, Berkeley, Berkeley, CA • GPA: 3.7

SKILLS

Technical Skills: Market Analysis, Investment Sales, Negotiation Strategies, Financial Modeling

Tools & Frameworks: CoStar, LoopNet, Salesforce, Microsoft Excel