

JUSTIN R. PRICE
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EDUCATION

University of Colorado at Boulder – Leeds School of Business
MBA

Boulder, CO
May, 2014

San Diego State University
B.S. Business Administration with emphasis in real estate

San Diego, CA
May, 2008

EXPERIENCE

Martinez and Associates
A commercial real estate brokerage firm
Director of the self-storage group

Ontario, CA
May, 2009 – May, 2012

- Specialized in the brokerage of self-storage and RV storage facilities in the Southern California market, ranging from San Diego County to Monterey County.
- Kept in daily contact with buyers, sellers, and owners of self-storage properties, while maintaining a contact list of nearly 1,000 clients.
- Analyzed real estate projects for financial feasibility by keeping in touch with market driven factors. Conducted over 50 analyses of self-storage properties totaling more than \$120 million in value.
- Developed strategic marketing campaigns and sales brochures, using standard mail, email, internet, newspapers & magazines to ensure a broad reach of potential buyers.
- Assisted clients through all phases of the escrow & due diligence process by facilitating the transfer of financial documents, conducting site inspections, amending contracts and ordering various feasibility reports.
- Personally met with clients to evaluate and list their properties, selling myself as a professional and a trusted agent of their real estate asset.
- Negotiated million dollar deals while keeping my integrity and the best interest of my client in mind.
- Experience writing and critically analyzing several different real estate and loan contracts.
- Property management experience with both self-storage facilities and mobile home parks.

ADDITIONAL INFORMATION

- Licensed Real Estate Salesperson in California since 2009. DRE# 01868400
- Excellent research skills: looking up titles, loan documents, public records, foreclosures, LLC's, and tracking down contact information of hard to reach owners.
- Well organized and able to multitask. I often handled several deals at a time, all in different stages of the listing and escrow process.
- Ability to critically analyze financial statements and management summaries.
- Determined and persistent, never discouraged by a no.
- Developed interpersonal skills and sales techniques, both in person and by phone.