

# BRIAN M. KASPER

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## Summary

Driven, capable and passionate student of real estate with the experience and the skillset necessary to meet the challenges and opportunities of today's commercial real estate industry. Education and professional experience has enabled me to thoroughly analyze and synthesize complex scenarios. Passionate about sustainability and excited about the opportunities that lay ahead for the industry; currently pursuing LEED – Green Associate certification. Team player and quick learner allows for adaptability in roles. Strong commitment and ownership to the tasks I take on and ensure projects are seen through to the end in a successful manner.

## Education

**University of Washington**, 2011, Seattle, WA

*Master of Science in Real Estate & Master of Urban Planning, GPA: 3.7*

- Relevant coursework: Real Estate Development, Real Estate Finance, Investments, Valuation, Market Analysis, Urban Land Economics, Capital Markets, Feasibility, Real Estate Sustainability, Global Negotiations, Real Estate and Land Use Law

**University of Minnesota**, 2006, Minneapolis, MN, GPA: 3.35

*Bachelor of Science - Finance and Business & Marketing Education*

## Work Experience

**Runstad Center for Real Estate Studies** – Seattle, WA

Summer Assistant to Associate Director

*June '10 – October '10*

- Coordinated Federal Sustainable Communities (HUD, EPA, DOT) initiative listening session held at the University of Washington
- Produced final document synthesizing ideas that were generated and recapping event, distributed to all agencies involved and attendees.
- Assisted director in grant writing proposals/inquiries for a multi-year, technology intensive project (Decision Commons) being housed at the Runstad Center

**Brooklyn Heights Real Estate, Inc. - Brooklyn, NY**

Licensed Real Estate Salesperson - Rental Agent

*November '06 – August '09*

- Provide exceptional service to all clients throughout the process - from initial contact to lease negotiations to handing over of the keys
- Demonstrated consistent performance with commissions exceeding \$100,000 each year.
- On going market research to understand competition and knowledge of new developments.
- Acted as senior agent and trained new agents as they were hired.

**CBS Outdoor Media** - Minneapolis, MN

Local Market Specialist Intern

*January '06 – August '09*

- Work independently to prospect clients, assemble individualized proposals and contracts for each client
- Use my knowledge of the benefits of the product and the local market, specifically the University of Minnesota market, to promote the effectiveness and viability of the Campus Kiosk program to reach the campus audience and beyond

*Brian Kasper  
June 2, 2011*

**Academic Competitions**

Pacific Northwest NAIOP Collegiate Challenge,

*January '11 – March '11*

**Associations**

**University of Washington Real Estate Club**

Vice President – Elected by student body,  
Member since 2009

*2011 Academic year*

**University of Washington: Planning Student Association**

Vice-President – Elected by student body, *2010 Academic year*

**NAIOP: National Association of Industrial and Office Properties**

Member of Developing Leaders Committee

Developed NAIOP WA annual mentor program – kick off November 2010

*February '10 - Present*

**ULI: Urban Land Institute – Seattle**

Young Leaders Member

*August '10 – Present*

**International Experience**

Tainan & Taipei, Taiwan

Participated in a multi-disciplinary studio with the National Cheng Kung University (Tainan, TN) to develop a vision for the Nangang District for the City of Taipei.

*August 2010*

**Licenses**

Licensed New York State Real Estate sales person

*October '06 - present*

**Technology**

Intermediate Excel & Argus modeling, Microsoft Office Suite, CoStar, ESRI BAO, GIS, Economy.com, Google Sketch Up, Adobe CS4/5, Microsoft/Mac operating systems

**Volunteer Experience**

**Northwest Harvest Food Bank**

*June '10 – present*

**Habitat for Humanity**

Chapters: New York and University of Minnesota

*2003 - 2009*

**University of Minnesota**

New Student Weekend Leader - Office of First Year Programs

*2004*

*Brian Kasper  
June 2, 2011*