Brandon Nguyen

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EDUCATION

Real Estate Salesperson License   Jan. 2018 – Present
Bureau of Real Estate - State of California
- DRE# 02051969

Associates of Science Degree – Business Administration   Sept. 2013 – Apr. 2016
San Diego Community College District - San Diego, CA
- Relevant academic courses: Financial Accounting, Managerial Accounting, Business Communication, Oral Communication, Principles of Micro and Macro Economics

WORK EXPERIENCE

Real Estate Market Analyst   Sept. 2018 – Feb. 2020
Whissel Realty Group brokered by eXp Realty – San Diego, CA
- Proficient with use of Paragon MLS software by assessing the current real estate value of residential properties through comparison to other similar subjects that were recently sold within the radius, no longer than 6 months with similar year built and model match in square footage
- Developed strong critical thinking skills by knowing when to pivot on looking for comparables as some properties are valued more or less depending on how close the property is to positive externality like the beach or negative externality like an airport, regardless of the physical similarities to the subject
- Performed detailed written analysis of the pros and cons of the subject that is being analyzed by using Microsoft Excel to organize property values
- Demonstrated strong communication and teamwork skills through discussion with colleagues on each analysis before submitting the final assessment

Acquisitions Associate   Jan. 2018 – Sept. 2019
Networth Realty – San Diego, CA
- Proficient with use of Paragon MLS hotsheet to compile a list of new listings and screening for potential investment type properties consistently throughout the day
- Showed strong attention to detail by inspecting the subject property on-site to get an accurate cost for repairs; being keen on detail for signs of any foundation imperfections from cracked slab to shifted beams on raised foundations
- Applied logical thinking skills by making a detailed analysis for the property's after repair value (ARV) and the cost of rehab before putting in a competitive offer for my client as a Buyers Agent
- Utilized Adobe Acrobat to compile a readable all-in-one analysis on the subject property; analysis includes the comparables that supports the after repair value, a thorough breakdown of the cost for repairs, and a calculated breakdown of the return on investment (ROI)

Sales Associate   Jan. 2017 – Sept. 2019
Networth Realty – San Diego, CA
- Gained strong marketing skills by using social media presence like Twitter, LinkedIn, BiggerPockets, and Connected Investors to build a stronger network and acquire a consistent clientele base
- Developed strong initiative and drive to find real estate investors by compiling a list of recently sold fixer-uppers that were sold and made a visit to their projects for an informal face to face introduction
- Demonstrated organization and time management skills by utilizing Google Calendar to set appointments with investors for a formal in-person meeting
- Applied great evaluating skills by examining potential properties to investors and analyzing the project's, after repair value, rehab value, and the return on investment
- Utilized strong interpersonal skills by following up with escrow and title companies to ensure that deals will be closed in a timely manner and communicate updates to clients consistently to reassure them until escrow is closed

Transaction Analyst   Jul. 2015 – Nov. 2016
eBay – Remote/Online
- Exhibited strong strategic thinking skills by properly analyzing trending or descending products and make competitive adjustments on the price of the product to maximize profit and continue a steady cash flow
- Developed strong time management and organization skills by performing a daily inventory control routine; inputting sold and unsold products within Microsoft Excel for colleagues to backtrack the data
- Proficient with use of Microsoft Word to compile a detailed written report on products of interest to be reviewed, compared, and collaborated with the team for a final consensus