

Quinn Green

SUMMARY OF QUALIFICATIONS

Over 15 years of real estate sales/transaction experience, with a concentration in coordinating transactions for under and/or nonperforming distressed assets. Professional experience strengths include the ability to building strong relationships, exceptional communication and presentation skills, detail orientation (analytical), and commitment to business success.

Core Competencies:

- Consultative Sales/Marketing (RE)
- Property Valuation (RE)
- Transaction Negotiation (RE)
- Investment Analysis
- Client Management/Relations
- Strategy Development
- Resource Management
- Risk Mitigation
- Team Management
- Leadership
- Cross Selling

PROFESSIONAL EXPERIENCE

Century 21 Connect Realty
(formerly d/b/a Southern REO and House Connect)
Atlanta, GA

May, 2012 - current

Independent Real Estate Franchise

ASSOCIATE BROKER – SALES CONSULTANT (LICENSE #258857)

Provide consultative services to real estate buyers and investors for the purposes of acquisition of investment properties and primary residences.

PRIMARY DUTIES:

- Mentor and advise agents on small commercial real estate (CRE) transactions for multi-family, retail, small office, mixed use properties (i.e. acquisition/disposition, land development, leasing, property management, etc. under \$2M)
- Seller's representation, marketing, and listing consultation to traditional residential resale property owners (transition to House Connect – Resale Division as of 12/2012)
- Buyer's representation (investors and owner occupants) for the purchase of new construction and existing homes (single family residential properties – REO, HUD, Fannie Mae, Freddie Mac, short sale, estate owned, auction property, etc.).
- Property valuation and analysis through the review of comparative market data (CMAs) to support purchase offers and property acquisition strategies, as well as broker's price opinions (BPOs) for property repositioning and disposition (listings).
- Contract negotiations consultation for the purpose of establishing a binding purchase and sale agreement.
- Collaborate with loan officers/mortgage brokers (lender representatives), home inspectors, appraisers, insurance agents, real estate attorneys, etc. in order to facilitate efficient property purchase closings.

Lawrence Sharp Associates, Inc.
(formerly d/b/a Coldwell Banker - Achievers)
Stone Mountain, GA

2002-2012

Independent Real Estate Franchise

ASSOCIATE BROKER – SALES CONSULTANT (LICENSE #258857)

Provide consultative services to real estate buyers and investors for the purposes of acquisition and disposition of investment properties and primary residences.

PRIMARY DUTIES:

- Seller's representation and marketing/listing for traditional and short sale properties (*bank approval negotiations - CDPE*).
- Buyer's representation for the purchase of new construction and existing homes (*single family residential properties – REO, short sale, estate owned, etc.*).
- Property valuation and analysis through the review of comparative market data (*CMAs*) and broker price opinions (*BPOs*) to support purchase offers and property acquisition strategies.
- Contract negotiations consultation for the purpose of establishing a binding purchase and sale agreement.
- Collaborate with loan officers/mortgage brokers (*lender representatives*), home inspectors, appraisers, insurance agents, real estate attorneys, etc. in order to facilitate efficient property purchase closings.

EDUCATION AND TRAINING

Executive Masters of Business Administration (EMBA Candidate) – c/o 2021

Coles College of Business

Kennesaw State University – Kennesaw, GA

Bachelor of Business Administration (BBA)

Management and Marketing with a concentration in Real Estate Development

Georgia State University - Atlanta, GA

Ross Minority Program in Real Estate – 2019 (Summer)

Marshall School of Business & Sol Price School of Public Policy

University of Southern California – Los Angeles, CA

Certified Commercial Investment Member (CCIM Candidate) – 2018

CCIM Courses completed – Foundations for Success in CRE, CRE Negotiations, CI 101, CI 102, CI 103 and CI 104)

Leadership Buckhead (graduate) – 2018

Leadership development training – Fulton County

Leadership DeKalb (graduate) – 2017

Leadership development training – DeKalb County

Leadership Academy (graduate) – 2016

Georgia Association of REALTORS®

Community Builders Program in Small-Scale Property Redevelopment – 2018

INVEST Atlanta (Economic Development Authority) - Atlanta, GA

Urban Land Institute (ULI) Center for Leadership (CFL) – 2016

Development program established to cultivate leadership and life-strategy skills by teaching emerging leaders in the real estate and land use industries how the Atlanta region gets built.

ARGUS Valuation – DCF Training – 2013

ARGUS Software, Inc. - Houston, TX

Project REAP (Real Estate Associate Program) – 2012

Emory University, Atlanta, GA – (REAP is an industry-backed, market-driven program that finds and trains career-changing minority professionals for positions in commercial real estate, through education, networking, and on-the-job training with leading firms.)

United Way - (V.I.P Training Graduate) - 2012

V.I.P (Volunteer Improvement Program) - non-profit board development and fundraising training

Certified Distressed Property Expert (CDPE®) – 2012

Distressed Property Institute, LLC - Charfen Institute

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Leadership Academy (graduate) – 2012

DeKalb Association of REALTORS ®

Real Estate Broker's Course (graduate) –2008

Georgia Training Center - Conyers, GA

Accredited Buyer's Representative (ABR ®) –2004

Barney Fletcher - REALTYU

REALTOR ® - 2002

DeKalb Association of REALTORS ®

COMMUNITY LEADERSHIP

Project REAP (Real Estate Associate Program) – Planning Director (Atlanta market)

2016 - current

Business Development, fundraising, instructor and program class coordination, etc.

Georgia Association of REALTORS © - Young Professional Network (YPN) Chair

2018 - 2019

Serve for a one-year term as the YPN Committee Chair at the state level for 20+ local REALTOR Associations covering 159 counties. Responsibilities include budget management, member engagement, event planning and oversight, committee meeting host, RPAC fundraising, etc.

DeKalb Association of REALTORS © - President (2017), Commercial Council Chair

2012 - 2019

Multi-year term service on the Executive Committee and Board of Directors, with oversight of the Association Executive and paid staff, Finance and Membership Committee, Leadership Academy (Associate Dean), Pinnacle Award Luncheon, REALTOR © Forums, Commercial Council (2018 – 2019), and related special events.

Urban Land Institute (ULI) Center for Leadership (CFL) – mTAP Advisor/Candidate Selection

2016 - 2018

Selection and ULI Awards Fundraising committee member and advisor for CFL mini-technical assistance program capstone projects.

United Way – YPL (Young Professional Leaders) - Board of Directors, Co-Chair

2012 - 2015

Serve for a one to three-year term with involvement/participation in monthly Board and Committee Meetings, fundraisers, community service events, etc.

Georgia Department of Education – Career Cluster Advisory Board, Panel Contributor

2012 - 2013

Volunteer on an advisory panel consisting of high school teachers and business industry professionals to develop a foundation course curriculum specific to business essentials (i.e. accounting, finance, management, insurance, etc.) for compliance with educational pathway standards.

Insurance Vocational Education Student Training (INVEST) Program – School Liaison

2009 – current

Volunteer to expose students in the Atlanta Area to careers in the Insurance/Finance industry through career panels and in class discussions. This program is sponsored by the Independent Insurance Agents & Brokers of America (The Big "I").

Junior Achievement, Volunteer

2009 - 2011

Work with the organization to teach students key concepts on financial literacy, work readiness, and entrepreneurship.

Habitat for Humanity, Volunteer

2008 – 2011

Assisted with various Habitat for Humanity builds in Atlanta, GA sponsored by Travelers.

AWARDS

BEST DEVELOPMENT PROPOSAL – USC LUSK CENTER FOR REAL ESTATE/ROSS MINORITY PROGRAM (2019)
GEORGIA ASSOCIATION OF REALTORS (GAR) YOUNG PROFESSIONAL NETWORK (YPN) ACHIEVER (2017)
ATLANTA BUSINESS CHRONICLE – “PEOPLE ON THE MOVE” (APRIL – 2017)
ATLANTA BUSINESS CHRONICLE – RESIDENTIAL REAL ESTATE “WHO’S WHO” (AUGUST – 2017)
ATLANTA BUSINESS CHRONICLE – “40 UNDER 40” (SEPTEMBER – 2017)

REFERENCES

Dewayne Amos – Century 21 Connect Realty (*Qualifying Broker*)

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Osa Bartholomew – Project REAP – The Real Estate Associate Program (*Program Director*)

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Mary Peralta – USC Lusk Center for Real Estate/Ross Minority Program (*Program Manager*)

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Sarah Kirsch – Urban Land Institute (ULI) Atlanta (*Executive Director*)

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Dee Sims – DeKalb Association of REALTORS® (*Association Executive*)
DeKalb Association of REALTORS® Leadership Academy- Administrator

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**Additional references available upon request.*