

Frederick William Hines III

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PROFESSIONAL EXPERIENCE

Workman Real Estate Services

Investment Sales and Leasing Broker

- Price, analyze, and prepare marketing packages for investment property sales.
- Continuously research market trends to estimate the value of investment properties.
- Negotiate with tenants and landlords to finalize commercial leases.
- Establish and design organizational tools including: company websites, email system, invoices, and marketing packages.

Greater Seattle
2014 - Current

Marcus & Millichap

Industrial and Office Investment Sales Broker

- Priced, analyzed, and prepared marketing packages for investment property sales.
- Created a detailed database to manage, contact, and prospect for clients.

San Diego, CA
2013 – 2014

Pacifica Companies

Asset Manager - Intern

- Managed 380 REO properties with a property management team.
- Maintained a comprehensive list of outstanding liabilities, violations, and encumbrances on the properties and negotiated settlements.
- Performed due diligence regarding REO loan pools.

San Diego, CA
Summer 2011

Cassidy Turley BRE Commercial

Intern with Industrial Brokerage Team

- Walked industrial parks to collect real estate contacts and lease information.
- Updated databases and communicated with real estate contacts.

San Diego, CA
Spring 2011

PCF Real Estate Services LLC

Asset Manager

- Analyzed financial performance of property portfolios with office, retail, industrial, and multi-family projects.
- Consolidated financial data related to 35 different real estate entities.
- Supported marketing efforts for leasing and sales activities.
- Researched real estate acquisition opportunities.

Everett, WA
2008 - 2010

EDUCATION

University of Washington

Master of Science in Real Estate Student

- UW Real Estate Club - Leadership Team

Seattle, WA
Current

University of San Diego

Bachelor of Accountancy with an emphasis in Real Estate

- Member of Real Estate and Accounting Society
- Studied abroad in Paris, France

San Diego, CA
May 2012

LEADERSHIP ACTIVITIES

SIGMA PHI EPSILON

Vice President of Recruitment - Vice President of Membership Development

- Appointed Expense Chair in charge of budgeting and financials.
- Led a committee in charge of funding and awarding scholarships.

San Diego, CA
2010 - 2011

LICENSES AND CERTIFICATIONS

Washington State Real Estate License

License # 105176

2009 - Current

California State Salesperson License

DRE # 01916374

2012 – 2016

ADDITIONAL INFORMATION

- Professional Skills:** Microsoft Word, Excel, PowerPoint, Access, InDesign, QuickBooks, YARDI, Argus, Salesforce.com, Website Design, Squarespace www.workmanres.com.
- Personal Interests:** Golfing, football, hiking, sailing, traveling, and community outreach: Boys & Girls Club, Alzheimer's Patients of San Diego.