

Associate | Brokerage | Land Services

Position Overview:

The Associate will work directly with the Managing Director of Land Services and other members of the Land Services team to prospect for Commercial and Rural Land Brokerage opportunities. The Associate will benefit from exposure to a seasoned high-volume brokerage team, as well as a sizeable book of existing business and referrals driven by Oldham Goodwin's current platform and sphere of influence. The Associate must be a self-motivated team member willing to work in a close-knit and fast paced team environment that promotes trust and the exchange of information between the Associate and other members of the Brokerage Division. The Associate will provide the highest level of service for the firm's existing and prospective clients in accordance with Oldham Goodwin's standards. The Associate will be expected to stay current with trends in today's market in order to solicit property owners and potential clients for land brokerage services. The Associate must have a current Texas Real Estate Salesperson or Brokerage license, or has fulfilled all of the educational and other requirements to qualify to take the Salesperson examination

Responsibilities include, but not limited to:

- Represent buyers and sellers in the acquisition and disposition of urban commercial, suburban development, and rural land assets in the Bryan/College Station and surrounding markets.
- Manage, market, and transact business on behalf of Oldham Goodwin's user clients as well as commercial, multifamily, and residential developers.
- Prospect for and locate potential land opportunities for current and prospective clients.
- Maintain and continue to develop a database of commercial, multifamily, and residential developers as well as property owners and land investors that generates a qualified and sustainable number of referrals and leads to produce income for the Associate, Team and Company.
- Draft transaction forms including but not limited to letters of intent (LOI's), commission agreements, buyer representation agreements, co-broker agreements, referral agreements, listing agreements and other related brokerage documents.
- Prospect for and negotiate exclusive listing agreements with property owners, landlords, and other brokers (co-broker agreements).
- Interface with clients and prospects to successfully define the parameters, transaction terms, and limitations surrounding a possible sale, listing and related agreements.
- Participate in contract negotiation and due diligence efforts in land sales transactions.

- Provide existing and prospective clients with current industry and market specific information as it relates to their business and investments.
- Assist in the marketing of each property and ensure accurate and timely updates are made to all collateral, websites, and marketing venues.
- Work with team members to draft various types of brokerage service proposals for potential clients.
- Draft Broker's Price Opinion reports for lending institutions.
- Willingness to be involved in community functions, committees and actively network with local business owners and prospective customers and clients.
- Attend weekly department staff meetings to discuss prospects, properties and share ideas with team.
- Compile and present monthly activity reports for assigned listings to property owners.
- Ensure that a highest quality of communication is performed with customers and clients through monthly emails, phone calls, and hard copy deliverables.

Qualifications:

- BA or BS from a four-year college or university required.
- Texas Real Estate Salesperson or Broker's License required, or in process of obtaining
- Must have strong written and verbal communication skills.
- Proficient with Microsoft Office, Excel, Google Earth, and general web based GIS systems.
- Knowledge of LoopNet and CoStar database programs preferred.
- Organized, detailed oriented, and ability to thrive in a fast paced, dynamic, and transaction driven business environment.
- One (1) to two (2) years comprehensive experience in commercial real estate or a related field, or equivalent combination of education and experience, sufficient to perform the essential functions of the job is preferred.
- Position is based out of Oldham Goodwin's corporate office in Bryan, TX.