

KEVIN (WENBIAO) GUO

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SUMMARY

Highly motivated, detail-oriented, and results-driven real estate professional with 5+ years of client-facing experience. Professionally skilled in financial modelling analysis, market research, customer relationship management, project management, and real estate valuation. Proven track of record of completing property assessment deduction, generating over \$750,000 worth of appraisal reports, and creating over 150 marketing proposals. Actively pursuing the AACI designation through the UBC's Post-Graduate Certificate in Real Property Valuation program.

EDUCATION

Baruch College, City University of New York, Zicklin School of Business New York, NY, USA
Master of Science in Real Estate, GPA: 3.6/4.0 June 2021
The Department of Real Estate Advisory Board Awards (2019), MUFGE Entrepreneurship Scholarship (2019), Dean's List (2019-2021)

Baruch College, City University of New York, Zicklin School of Business New York, NY, USA
Bachelor of Business Administration in Finance, Minor in Mathematics, GPA: 3.3/4.0 June 2019

EXPERIENCE

Turner Drake & Partners Ltd. Halifax, NS, Canada
Real Estate Consultant, Property Tax Division May 2023 – Present

- Leveraged advanced Excel financial modeling and Marshall & Swift to conduct over 100 real estate valuations for commercial, residential and industrial properties. Utilized income, sales, and cost approaches, to evaluate property competitiveness and analyzed the reasonableness of assessments.
- Prepared and reviewed comprehensive financial due diligence reports. Played a key role in negotiating over 100 tax assessment appeals, delivering exceptional consulting services and securing assessments deduction in over 90% of cases.
- Collected and analyzed over 50 market sales data, maintaining an updated internal database to stay informed on the latest economic indicators and competitive landscape within the local real estate industry.

BBG, Inc. New York, NY, USA
Real Estate Analyst January 2021 – January 2023

- Demonstrated exceptional proficiency by producing over \$750,000 worth of high-quality real estate appraisals swiftly and accurately, utilizing appropriate financial models. Collaborated on 30+ portfolio valuations with the team.
- Maintained and exceeded client expectations by resolving daily queries with high-quality standards, leading to the successful acquisition of 10+ appraisal assignments based on outstanding service.
- Proficiently employed Argus and Excel to assess key valuation drivers and risks for investment projects. Conducted extensive market sizing analyses and trend evaluations to inform appraisal processes. Completed financial pro-forma analyses for over 200 properties, utilizing direct capitalization, sales comparison, and cost approaches.
- Conducted thorough property inspections and local rental and sales market research using public resources. Integrated tax assessments, operating expenses, rentals and sales comparable into clear, concise deliverables to enhance client understanding.

Marcus & Millichap, New York Multifamily New York, NY, USA
Real Estate Broker Assistant November 2019 – December 2020

- Managed real estate valuation underwriting, including rent roll collection, income and expense analysis, risk identification, and closing cost evaluation to thoroughly demonstrate property backgrounds and investment potential.
- Successfully led and composed marketing proposals for over 150 properties. Conducted in-depth due diligence and market research, interfacing with clients to facilitate transactions. Secured 10+ new clients through effective cold calling strategies.
- Coordinated and participated in periodic property showings for over 100 clients, enhancing customer relationship management (CRM). Strengthened investor relationships by updating contact information for 10+ investors daily using public resources.

TECHNOLOGY AND OTHER SKILLS

Software Skills: Microsoft Office Suite, Argus Enterprise Software, Marshall & Swift, CoStar, Salesforce, Property Shark, Zola, Reonomy, LexisNexis, Google Analytics, Bloomberg

Language Skills: Full professional proficiency in English; Native in Mandarin Chinese; Elementary in French

Other: Valid Class 5 Driver License