

Ijaz Haq

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Summary - An accomplished candidate with skills in market research, valuation methods, cash flow analysis, financial modeling, sensitivity and risk analysis, timescale and phasing, financial structures in utilizing ARGUS Enterprise and Developer. My passion is to apply my abilities as an Real Estate Valuation Consultant who can be relied upon to help company achieve its goals.

Education

Master of Science - Real Estate
UT Arlington 8/2018 - 3.75/4.0 GPA

Bachelor of Business Administration - Real Estate
UT Arlington 12/2016 - 3.10/4.0 GPA

Certification

ARGUS Enterprise -- EKP-0089-3195-7369-6032 - Real Estate Project Valuation Software
ARGUS Developer -- EKP-0078-1697-8548-6202 - Real Estate Development Analysis Software

ARGUS Enterprise - Valuation and Cash Flow Analysis, Budgeting and Strategic Planning, Dynamic Reporting and KPI Dashboards, Scenario Sensitivity and Risk Analysis, Investment Analysis for Transactions, Import and Export Data

ARGUS Developer - Timescale & Phasing, Finance Structures, Sensitivity Scenarios, Cost Control & Project, Comprehensive Reporting, Integrated Solution

Experience

Real Estate Consultant (Sales, Leasing, Investments)

Keller Williams, Arlington, Texas

August 2000 - Present

Investments Analysis

- Performed ARGUS Enterprise Valuation and Capitalization, DCF and Financial Modeling for Office and Retail properties.
- Evaluated leases abstracts and provided creative solutions by analyzing NPV, IRR, cash flows and loan terms.
- Analyzing appraisals and suggesting price adjustments. Conducted due diligence on potential assets.
- Researched market data for transactions and import and export data.

Sales & Leasing

- Marketed directly to property owners and created Broker Price Opinion and Comparative Market Analysis to price and sell properties within 97% of the list price.
- Interviewed clients to determine what kinds of properties being sought.
- Advised clients on market conditions, prices, mortgages and related matters.
- Sold and Leased over 460 transactions.

Research Associate – Internship

SVN Trinity Advisors, Fort Worth, Texas

June 2017 - August 2017

- Researched and analyzed commercial properties in Co Star and LoopNet.
- Performed comparative market analysis on residential investment properties utilizing MLS.
- Created Offering Memorandums for commercial properties in Buildout marketing software.
- Learned commercial real estate CRM database software Client Look.
- Trained in commercial practices (Mike Lipsey Training and SVN in-house training).

MSRE Course Work

- **Seminar in Real Estate Finance** - Study of real property financing methods; analysis of cost of borrowing, sources of funds, and mortgage terms; emphasis on construction and permanent financing of commercial and industrial properties.
- **Seminar in Real Estate Investment** - Introduction to analytical techniques, sources of financing, and other factors related to real estate investment. Stresses current developments and topics.
- **Seminar in Real Estate Appraisal** - Market, cost, and income approaches with stress on income forecasting and capitalization.
- **Seminar in Real Estate Development** - Topics relating to site selection, design, market analysis, financial feasibility, and management in the real estate development process.
- **Real Estate Analysis** - Survey of real estate investment, appraisal and valuation, finance, market analysis, and other phases of the real estate development/management process.
- **Plan Implementation, Zoning, Regulations** - Introduction to plan preparation and implementation. Topics include zoning, subdivision regulations, form-based codes, site planning, strategic planning, and comprehensive planning.
- **Community Development** - Focuses on current problems of community development and neighborhood revitalization. Housing, community assets, the roles of community development corporations and social capital in cities, and community economic development. Federal, state, and local policies, with grassroots initiatives evaluated for effectiveness on promoting alternatives for community building and organizing.
- **Urban Growth Policies** - Overview of functional areas of planning (e.g., urban design, housing, transportation, etc.); fundamentals of urban structure and development of cities and regions including environmental, social, economic, and political factors and issues affecting urban settlements; global dimensions of planning.
- **Business Financial Management** - Study of providing the organization with funds necessary for its operation and of achieving effective utilization of funds. Primary emphasis on financial decision-making within organizations, and techniques of financial analysis and forecasting.
- **Land architecture computer application** - Examines various computer applications currently used in office practice. Computer applications used for office management, site analysis, design development, construction documentation, and cost estimating. Introduction to computer aided design applications and the underlying theories of application.

Relevant Technology Experience

- The Analyst Pro – CRE Analysis Software
- MS Excel, Word, Power Point, Access
- Co Star, Loop Net, MLS
- Dot Loop, Zip Forms, DocuSign
- SAP – R Language Business Statistics
- Understanding of NPV, IRR, DCF, TVM
- Built Out, Client Look, Prospect Now
- ESRI, ArcGIS
- CRM using e-Edge
- Adobe InDesign, Adobe Photoshop

MSRE Competition - NAIOP Texas Shoot-out Real Estate Challenge Participant – Spring 2018

Licensure - Real Estate Broker, Texas License #0473343 - California License #01958373

Affiliations - National Association of Realtors, ICSC – International Council of Shopping Centers