ALEXANDER GUDIM

Commercial Land Brokerage

Junior Associate

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PROFILE

Alex Gudim is an Associate with Lee & Associates-North San Diego County office in Carlsbad, California. He specializes in commercial land sales, redevelopment opportunities, and ground-up development projects in Southern California and the Inland Empire.

EXPERIENCE

Junior Associate — **Lee & Associates** — **2019-Present**

- Research underlying zoning code, density, and developmental standards to determine the highest and best use for vacant and underdeveloped land.
- Create development Pro-Formas for ground-up land development opportunities forecasting revenues, finished lot costs, and financing assumptions.
- Create opinion of value reports for clients to assist in understanding the underlying value of the asset.
- Maintain an up-to-date database of commercial real estate land buyers and developers to effectively market new opportunities

Senior Investment Associate — **Acre Investment Real Estate Services** — **2017-2019**

- Created and maintained complete records for all prospect and customer interactions within proprietary CRM.
- Created broker opinion of value spreadsheets, proposals, opinions of value and financial summaries for prospective clients.
- Lead business development efforts through industry specific prospecting techniques and technologies.

Buyer's Agent — **Redfin** — **2015-2017**

- Worked with buy-side clients to prepare and submit offers on residential properties in all San Diego territories; advising clients on structuring an appropriate offer to purchase the selected property.
- Negotiated on behalf of the buyer to help obtain the identified property.
- Assisting in viewing properties - accompanying the buyer on the showings, or preview the properties on behalf of the buyer to ensure that the identified specifications are met.

EDUCATION

- Bachelor of Arts, Politics, University of San Francisco
- Conflict Resolution Program, Boston University, Geneva, SW & London, UK
- University of Virginia, Semester at Sea

COMMUNITY INVOLVEMENT

- Urban Land Institute Member (ULI)
- National Association of Industrial and Office Properties (NAIOP)
- The Carol and James Collins Foundation