BRITTON W. KERSHNER

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WORK EXPERIENCE

CENTERSQUARE INVESTMENT MANAGEMENT – PLYMOUTH MEETING, PA ***May 2017 - August 2017***

Summer Analyst – Real Estate Private Equity Group

- Routinely worked on deals across the U.S. in all asset classes including office, retail, multi-family, industrial and hospitality
- Performed real estate valuations utilizing Excel-based models on properties ranging from $10MM to $150MM in value
- Regularly worked in Argus DCF creating reports to assist analysts in property underwriting
- Gained expansive market and property-level knowledge through research on primary and secondary markets, tenants, capital market trends, economic trends, and industry and demographic shifts
- Assisted in preparing preliminary offering memorandums for the investment committee
- Completed a final project consisting of underwriting a property utilizing Excel models, Argus outputs, and CoStar data and pitched the deal to CenterSquare asset managers in a concise offering memorandum

STOCKTON REAL ESTATE ADVISORS – PHILADELPHIA, PA ***May 2016 - August 2016***

Market Research Analyst

- Shadowed property managers daily focused on a in-process value-add project at 1760 Market Street in Philadelphia
- Aggregated research through CoStar and independent research, as well as made direct cold calls to compile an Excel database of over 25 buildings
- Created tenant representation and market availability books for broker utilization

O'NEILL PROPERTY GROUP/ RECOVERY CENTERS OF AMERICA – KING OF PRUSSIA, PA ***May 2015 - August 2015***

Summer Intern

- Participated in property development and management meetings with Brian O'Neill, CEO and founder of O'Neill Property Group
- Gained exposure to the commercial office and multi-family markets in the Philadelphia Suburban area by working on projects, preparing market reports, and participating in conference calls
- Conducted submarket research for prospective property purchases
- Led team efforts to create and manage a database comprised of over 1,000 potential customers at RCA

EDUCATION

THE PENNSYLVANIA STATE UNIVERSITY – *Smeal College of Business, University Park, PA* ***Expected May 2018***

***Bachelor of Science, Real Estate Risk Management with Two-Piece in Finance;* GPA: 3.41**

- Coursework including Real Estate and Capital Markets, Real Estate Financial Analysis, Real Estate Risk Analysis, Real Estate Law, Corporate Finance, Contemporary Issues in Real Estate Markets, and other business disciplines

IES ABROAD – *Barcelona, Spain* ***Spring 2017***

ACADEMIC AWARDS AND ACHIEVEMENTS

THE NATIONAL SOCIETY OF COLLEGIATE SCHOLARS ***Spring 2015 - Present***

ACTIVITIES

ARGUS ENTERPRISE TRAINING - WASHINGTON D.C. ***August 2017***

- Received Argus Enterprise certification through hands-on in-class training from Argus professionals

WALL STREET PREP PREMIUM PACKAGE TRAINING ***Fall 2017***

- Completed self-study courses on Financial Statement Modeling, DCF modeling, Trading Comps Modeling, Transaction Comps Modeling, Mergers and Acquisitions Modeling and LBO Modeling

REAL ESTATE BOOTCAMP - PENNSYLVANIA STATE UNIVERSITY ***Fall 2016 - Present***

- One of 45 students selected to attend real estate educational sessions focused on financial valuations and market trends
- Participated in resume reviews and mock interviews with alumni in the real estate industry

PROFICIENCY IN ARGUS, COSTAR, AND MS OFFICE INCLUDING EXCEL, WORD, AND POWERPOINT

LEADERSHIP EXPERIENCE

DELTA SIGMA PHI – *RECRUITMENT CHAIRMAN* ***Fall 2016***

INTERESTS

TRAVELING, SPORTS, EXERCISING, READING