

Career Opportunity – Investment Sales Broker – Multifamily

About Hope Brothers

Hope Brothers is a veteran-owned, full-service real estate company that focuses on investment sales. Its mission is to provide world class customer service, professionalism, and value generation for its clients.

Hope Brothers provides advisory, marketing, and transactional brokerage services for owners of self-storage, manufactured housing, and multifamily assets.

www.hopebrothers.com

Job Title: Investment Sales Broker – Multifamily

Location(s): Hope Brothers physical office is located in Fort Worth, TX. Hope Brothers conducts business throughout the south central and south eastern United States.

Area of Interest: Sales, finance, brokerage, real estate

Type of Position: Full-time (W2). Commission + Benefits

Responsibilities:

- Actively develops and maintains personal relationships with institutional investment firms and high-net-worth private clients
- Sources and facilitates transactions for large commercial real estate portfolios focused on self-storage facilities, multifamily properties, or manufactured housing communities
- Provides in-depth analysis of property valuation for clients
- Drafts purchase and sale contracts and negotiates terms on behalf of clients

Required Qualifications:

- Outstanding moral character
- Desire to work in team environment
- Excellent interpersonal skills
- Positive attitude and eager to learn
- Ability to obtain real estate license

Desired Qualifications:

- Sales experience (real estate or other)
- Financial modeling experience (real estate or other)

Company Culture

Employees working at Hope Brothers enjoy a small, tight-knit team with flexible work schedules and opportunities for growth not available at other firms. What makes Hope Brothers unique among traditional brokerage companies is the quality of our extensive client database. We have a current internal database with thousands of buyers and sellers from which we source our business. Sales brokers will be provided with a specific set of clients based on geography and asset type. In addition, we have full-time transaction support staff to assist brokers with property valuations, listing marketing, and contract management. Our research department supplies all brokers with high-quality, directly-sourced client contact information in order to facilitate efficient and effective lead capture.

Training for brokers will be provided by the Principal Broker via one-on-one mentorship as well as real time assistance from all support staff. Company sponsored education opportunities such as CCIM certification and property valuation courses are available and encouraged.

Compensation is provided in the form of unlimited commission opportunities from both broker-sourced transactions as well as team-sourced transactions.

Most of our sales transactions are valued between \$2 million and \$200 million. While this presents scale and incentive for an ambitious broker, at Hope Brothers, our priorities are family oriented. Each year we host one annual company-sponsored team vacation and several company-sponsored family-friendly events. For a broker who has a desire to have a lucrative and entrepreneurial career but still enjoys the camaraderie of working with a highly motivated team that prioritizes family, Hope Brothers is a great fit.

For More Information

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