

Dream Nelson

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EDUCATION

Georgia State University, Robinson College of Business, Atlanta, GA

December 2024

Bachelor of Business Administration, Real Estate Major, Finance Minor

- GPA: 3.26 / 4.0
- Relevant Coursework: Real Estate Principles, Real Estate Finance, Real Estate Development, Corporate Finance.

CERTIFICATIONS/SKILLS

- Georgia Real Estate Salespersons License

ACADEMIC PROJECTS

Real Estate Finance Projects

Spring 2023

- Built amortization tables and graphs representing fixed and adjustable-rate mortgages.
- Calculated potential loss or profit of refinancing for various mortgages.
- Assessed pass-through costs of real estate investments with and without prepayment.

EXPERIENCE

T. Dallas Smith & Co.

Atlanta, GA

Intern

Summer 2023

- Lead potential tenants on office/flex/spec space tours throughout the Metro Atlanta area. Traveled to attend tours directed by the Development Authority of Bryan County to analyze potential profitability for future developments in its popular office parks—strategized ideas to promote eco-tourism and prevent brain drain.
- Compiled and researched data for internal market reports and presented data to senior management. Analyzed, proofread, and redlined lease abstracts for large and small clients.
- Led day-to-day activities such as preparing for tours, contacting landlord reps, and overseeing research on CoStar. Conducted research on client values and company structure, providing high customer satisfaction.
- Demonstrated flexibility and creativity by assembling new methods and templates for displaying information from lease abstracts and market updates. Participated in bi-weekly meetings to follow up on client satisfaction and desires.

RE/MAX Metro Atlanta

Atlanta, GA

Realtor®

October 2021 - October 2022

- Connected with colleagues during company meetings focused on utilizing company resources to further residential sales.
- Completed continuing education courses hosted by NAR and the Atlanta Realtors Association. Led safe and time-oriented property tours and controlled a clear line of communication between customers and clients.
- Engaged and studied other professionals in and outside brokerage through events hosted by the Atlanta Real Estate Association. Used GA MLS to conduct residential searches for clients in the Metro Atlanta area.

East Cobb Prep

Marietta, GA

Substitute Teacher

Summer 2022

- Arranged and overlooked classroom schedules and activities. Managed classrooms of 8-15 young students safely and responsibly.
- Became familiarized with individual needs of students and families to improve and modify care for every child.
- Handled sporadic and potentially stressful situations in a productive and orderly fashion, and trained new employees to act in a similar manner. Placed emphasis on efficient and reliable teamwork for teachers and students.

Sandy Spring's Flowers

Sandy Springs, GA

Florist's Assistant

November 2019 - March 2020

- Employed search engine optimization to increase flow of customers and number of online views. Learned about long term management of a small business and characteristics required to succeed.
- Facilitated customer transactions and executed incoming requests. Utilized search engine optimization to increase foot traffic and revenue. Interpreted customers' desires effectively and creatively satisfied requests.

LEADERSHIP EXPERIENCE AND ACTIVITIES

Commercial Real Estate Group

Atlanta, GA

Member

January 2023 - Present

- Attended weekly guest speaker events and internal workshops covering career advice, property valuation, industry trends, and financial modeling. Networked with real estate professionals in commercial industry from companies such as JLL and Selig.
- Participated in Class A property tours to learn about ground-up development process in Atlanta.

Atlanta Children's Shelter

Atlanta, GA

Volunteer

Summer 2019

- Assisted teachers when guiding kids to complete daily activities such as pickups/drop-off, meal time, recess, etc.
- Collaborated with a team to organize and supervise a pre-school graduation. Restored venue to its original state post-graduation.

ADDITIONAL INFORMATION

- Interests: Nonfiction books, crochet, American politics, Bravo.
- SEO Career Participant.
- Member of NAIOP, GA Chapter.