



# Azuka Ekwueme

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1045 St Johns Place, Brooklyn, NY 11213

## OBJECTIVE

To build a successful career in real estate.

## SKILLS

- Comparative market analysis
- Lender relations
- Financial analysis
- Cash flow analysis
- Real estate law
- Interviewing & verification

## WORK HISTORY

### ASSOCIATE AGENT

*02/2019 to CURRENT*

#### REDFIN | BROOKLYN, NY

- Ensuring that all clients looking to sell or buy in the New York metro area are aware of current market conditions, legal requirements, pricing and mortgages.
- Preparing properties for open houses by educating sellers, setting up documents and posters, and marketing materials to increase appeal of first impressions.
- Modeling exceptional customer service skills and appropriate diagnostic sales techniques.

### ASSET MANAGER

*07/2019 to 04/2020*

#### ACMH, INC. | NEW YORK, NY, NY

- Monitoring a portfolio of approximately 250 units of affordable rental housing units, working directly with property owners and other partners ensuring that properties remain affordable, and in good financial and physical condition.
- Identifying properties that require either an enforcement intervention or additional assistance from the City; gathering rent registration histories from the DHCR.
- Reviewing all initial and recertification tenant income certifications prior to move in, and centralizing and maintaining low-income housing tax credit (LIHTC) tenant files for audit ready purposes.

### MORTGAGE LOAN PROCESSOR

*01/2017 to 07/2019*

#### FM HOME LOANS | BROOKLYN, NY

- Set up and completed loan submission packages; interviewed clients regarding loan needs and financial histories and conveyed information regarding application processes.
- Evaluated approvals against established bank and government lending standards.
- Reviewed financial statements and contacted institutions and customers to clarify details; collected and compiled paperwork such as title abstracts, insurance paperwork, loan files and tax histories.

## EDUCATION

### Bachelor of Business Administration

*08/2013*

#### Brooklyn College of The City University of New York, Brooklyn, NY