**TERRY KASS, BROKER, CCIM, CPM**

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(602) 703-5277

Terry.Kass@gpcimultifamily.com

**CAREER SUMMARY**

Terry Kass is a renowned expert and educator on the Metro Phoenix area apartment industry. He is celebrating more than 25 years working in the brokerage, development, management and leasing of multifamily and commercial properties in the Phoenix area. Terry is a licensed designated broker who has successfully closed more than 500 multifamily transactions throughout his career. He holds the prestigious designations of the CCIM (Certified Commercial Investment Manager) and CPM (Certified Property Manager). He is the author of numerous articles appearing in the *Arizona Journal of Real Estate and Business, Arizona Foothills and Scottsdale Progress*. His memoir “***Real Estate Stories: Gonzo Management. Hilarious & Uncensored Tales From a Property Management Expert”*** is a humorous and helpful real estate memoir and available through [Amazon](https://www.amazon.com/Real-Estate-Stories-Management-Uncensored-ebook/dp/B00GUNP11E/ref%3Dsr_1_1?keywords=terry+kass&qid=1562000881&s=gateway&sr=8-1).

**PROFESSIONAL EXPERIENCE**

**REIM Project Management and Brokerage Services, 2019-Present**

**Associate Broker, Scottsdale, AZ**

REI Marketing (REIM) is an innovative Real Estate Marketing Company that offers distinctive real estate services to developers and multifamily investors. We redefine the marketing and brokerage industry with more robust services and systems for the betterment of our clients.

**GPCI Multifamily and Land Development, Owner, Designated Broker, 2012-2018**

**Scottsdale, AZ**

GPCI is a boutique investment real estate brokerage and development firm that provides expertise brokering and developing small to medium size apartment complexes to a substantial and diversified client base including domestic and international high net worth individuals, developers, REITs, partnerships and institutional investment funds. The firm specializes in the Phoenix metro area and provides their clients with acute market knowledge and over 60 years of cumulative investment and development experience through multiple investment and economic cycles.

Specialties: Investment Sales (specializing in multifamily housing), Development, Property Management,

Leasing, 1031 Exchanges

**Kasten-Long Commercial Group, Associate Broker, Phoenix, AZ 2004-2012**

Kasten-Long is a locally-owned and operated full-service real estate commercial brokerage primarily serving Metro Phoenix with a focus on apartments. As an agent Terry’s responsibilities included providing the best service possible through market knowledge, education, and 100% commitment to obtaining market-setting sales prices for owners and finding the best investment property for buyers.

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**T&M Management, LLC, Partner, Scottsdale, AZ 2001-2004** Property management, investment sales

**Kass Management, Partner**

Property maintenance, rehab and repairs

Family-owned real estate management company specializing in the management, sales, consulting, rehab and maintenance of apartment complexes. Was responsible for all operations including setting and managing budgets, marketing, personnel, accounting, and technology.

**Windward Development Company, Owner, Phoenix, AZ 1993-2001**

# Owned and managed personal portfolio of 10 apartment complexes, comprised of 300 units

* Provided full-service property management services to lease, rehab and maintain units
* Responsible for the business operations of all properties

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# Sales & Marketing, Liquor and Wine Conglomerates, Southwestern United States 1977-2001

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# Responsible for all aspects of sales and marketing

# Cultivated relationships with key customers

* Opened up new sales and distribution channels
* Increased distribution into general market
* Accomplished all sales goals while staying within budgets

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**EDUCATION**

University of Phoenix

Master of Business Administration **1989**

University of Illinois

Bachelor of Science, Marketing **1977**

Dale Carnegie

Public Speaking Course, Certificate  **1986**

**TEACHING EXPERIENCE**

**Scottsdale Community College**, Adjunct Professor

Marketing, Real Estate

**PROFESSIONAL LICENSING AND DESIGNATIONS**

ADRE Broker’s License

CCIM, Certified Commercial Investment Manager

CPM, Certified Property Manager