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Starting Early in the Real Estate World

UMBC student builds a career as a real estate professional

BALTIMORE, MD – Every day after classes, as most students take to their dorms or library, Rajbir 'Raj' Randhawa drives to Baltimore to show real estate investment properties to potential buyers or sit at a title agent's table helping close real estate transactions.

This is what the 21-year-old calls the exciting part of the day: the real estate brokerage business.

Randhawa, a University of Maryland Baltimore County (UMBC) senior is an avid entrepreneur, with an early interest in business and real estate.

"It's the art of the deal that excites me," he says. "Watching it all come together from an initial phone conversation with a client to handing them keys to their new building is a beautiful thing."

This is why he joined Poverni Ventures LLC, a Baltimore-based real estate development company, in December of last year.

"He's been a go-getter from day one," says Greg Kostrikin, developer with Poverni Ventures LLC. "He's hungry for more, always."

The UMBC senior recently got his Maryland Real Estate license and is now facilitating transactions for Permira Realty, the real estate brokerage firm affiliated with Poverni Ventures.

Unlike many his age, "Raj is a fully licensed real estate sales person, and by December 2013, he will have closed and helped process over \$2mm in real estate transactions," adds Eugene Poverni, Permira Realty's broker, who oversees the UMBC student's activity on the brokerage line.

Juggling financial analysis and high-level math courses with real estate transactions is certainly no easy task, but the Financial Economics senior believes it's all worth it as he'll position himself far ahead of his peers in the business game upon graduation.

To learn more about Permira Realty, a full service real estate brokerage, affiliated with real estate development firm Poverni Ventures, please visit: www.permirarealty.com or www.poverni.com/brokerage.html.

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