

BRETT HUNSAKER



Years of Experience

30 Years

Areas of Specialization

- ◊ Strategic Planning for Asset Marketing
- ◊ Sales and Transaction Service Training
- ◊ Business Events and Planning
- ◊ Cross-Selling Opportunities
- ◊ Direct Marketing and Promotional Programs
- ◊ Networking and Relationship Building

Mr. Hunsaker is a principal with Beechwood Hill Partners (BHP) a strategic consulting and sales company that works in the transportation and commercial real estate sectors. Brett oversees all aspects of the business in the commercial real estate sector from direct acquisitions of properties to Brokerage advisory and consulting with asset managers on their marketing Programs to enhance the value of the projects.

Previously he served as Executive Vice President and Regional Manager for Newmark Knight Frank's offices in the Mid-Atlantic, Southwest and Southeast region. Brett Hunsaker was responsible for overseeing all operations for 15 corporate offices. He also provided executive oversight for all of the area and affiliate offices within the regions. His focus included operational structure and reporting, business development, client relations, recruitment of top-industry professionals and strategic planning for all of the offices.

He has developed a comprehensive library of collateral geared towards brokers on how to leverage the company's platform of services and foster cross-selling opportunities, prospect and canvass existing and potential relationships, and research and track C-level users within the market. His overall goal is to have brokers achieve total market awareness on behalf of their clients and properties, maximizing all opportunities.

Prior to NKF, Mr. Hunsaker held several leadership positions at Grubb & Ellis; he was responsible for overseeing the firm's national business development, marketing and training programs for its transaction services business. From 2003 to 2008, he held the position of Senior Managing Director for CBRE in Atlanta, where he oversaw the firm's Asset Services, Industrial Services, Office Agency, Investment Properties and Retail Services groups.

With over 30 years of experience, Mr. Hunsaker has worked for the top commercial real estate brokerages in Atlanta. He has remained an influential leader within the business and real estate communities and is known for his unsurpassed networking and client relationship skills. He regularly receives invitations for a wide range of speaking engagements at local and industry-related events. He served on a principal panel at RealShare Atlanta. Most recently, he was appointed to the national board of directors on behalf of the National Association of REALTORS® (NAR). He is the founder of Meet At, a commercial real estate networking group, and one of the founding members of Real Estate Group of Atlanta (REGA).

PROFESSIONAL ACHIEVEMENTS:

- ◇ Realtor of the Year, Atlanta Commercial Board of REALTORS® (ACBR), 2010
- ◇ President's Award, ACBR, 2009 and 2002

PROFESSIONAL AFFILIATIONS:

- ◇ Board of directors, National Association of REALTORS® (NAR), 2017
- ◇ Founding member, Real Estate Group of Atlanta (REGA)
- ◇ Member, International Council of Shopping Centers (ICSC)
- ◇ Member, NAIOP
- ◇ Member, Urban Land Institute (ULI)
- ◇ Former chairman and vice chairman, Commercial Economic Issues & Trend Forum, 2015 conference speaker, NAR
- ◇ Former member of the strategic planning committee and audit committee, NAR
- ◇ Member and former president, ACBR

Mr. Hunsaker graduated from California State University, Fullerton, where he earned a Bachelor of Arts degree in communications.