

Maxwell Larkin

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EDUCATION

San Diego State University | May 2027

GPA: 3.5/4.00

Bachelor of Science in Business Administration, Real Estate

Universitat Autònoma de Barcelona: Study abroad, International Economics & European Economy

Spring 2026

Relevant Coursework: Microeconomics, Macroeconomics, Principles of Financial Accounting, Principles of Residential Property Management, Calculus for Business Analysis, Statistics of Business, Real Estate Fundamentals

Honors & Awards: Dean's List, National Society of Collegiate Scholars

PROFESSIONAL EXPERIENCE

CourtAvenue | San Diego, CA

Jun 2026 – Aug 2026

Intern, Growth Marketing Operations

- Conduct competitive research on digital marketing trends, agency positioning, and client verticals; synthesize insights into concise reports to inform growth and business development strategies.
- Manage and optimize CRM data across HubSpot, Excel, and Google Sheets by building contact lists, ensuring database accuracy, and supporting pipeline development through clean, actionable records.
- Collaborate cross-functionally with marketing, creative, and growth teams to support campaign execution, website content development, and on-brand communications, improving overall operational efficiency.

Matthews Real Estate Investment Services | El Segundo, CA

Jun 2025 – Aug 2025

Investments Intern

- Prepared six full Broker Opinion of Value (BOV) analyses across multiple asset classes (retail, industrial, multifamily, mixed-use), underwriting and valuing \$25M+ in aggregate real estate assets.
- Conducted 30+ comparable analyses (sales, rent, and trade area comps) and integrated demographic, supply-and-demand, and pipeline data to support market-driven valuation assumptions.
- Executed direct outreach and deal sourcing exercises, strengthening understanding of broker-driven capital markets, buyer targeting, and transaction pipelines.
- Produced investment memos summarizing valuation rationale, risk factors, and strategic recommendations; presented findings to senior brokers and leadership during weekly presentation sessions.
- Evaluated value-creation strategies, including market-to-market rent upside, re-tenanting scenarios, lease restructures, and operational efficiency improvements and quantified impacts on asset-level returns.
- Completed formal training in commercial real estate brokerage, financial analysis, and industry fundamentals through hands-on projects, daily exams, competitions, and shadowing senior brokers.

Super Break Sports | Torrance, CA

May 2023 – Aug 2023

Office Intern

- Operated a sports memorabilia resale business for 2+ years, applying financial modeling and market comps to maximize pricing strategies.
- Managed and coordinated fulfillment for seven-figure sports memorabilia inventory, ensuring accurate production and on-time delivery for high-volume customer orders.
- Conducted pricing analysis on trading cards and memorabilia using comps from eBay sold listings, verifying market value and achieving 20-30% average gross margins.

River Church of SouthBay | Palos Verdes, CA

Jun 2021 – Aug 2023

Youth Group Leader, Volunteer

- Mentored and guided 20 middle school students through structured lessons, building leadership and personal growth
- Baja Bound - Led a service project that raised over \$30,000

LEADERSHIP

AI for CRE Collective | Member

Mar 2026 - present

SDSU Real Estate Society | San Diego, CA

Jan 2024 - present

SDSU Entrepreneur Society | San Diego, CA

Jan 2024 - present

SKILLS, CERTIFICATIONS & INTERESTS

Skills: Excel, CoStar, Landvision, LoopNet, Wix Studio, Canva, market research, data analysis, AI prompt engineering

Certifications & Training: REFM: Level I, II, & III

Interests: Golf, Poker, Surfing, Traveling, Volunteering