



RICK KHOSLA

DEAL MAKER

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EXPERTISE

Commercial Leasing

Commercial Sales

Residential Development

Business Brokerage

Experience

Highly accomplished and results-oriented real estate professional with over 35 years of experience in all aspects of the industry. Proven track record of success in leasing, sales, development, and property management.

Nicknamed "Deal Maker" for consistently exceeding client expectations through strategic negotiation, market knowledge, and extensive network of contacts. Currently assisting Dulles Mall investors with marketing and securing large tenants.

Experience

- Innovative Business Brokerage & Commercial Leasing (2014 - Present)
 - Launched and manage a successful commercial brokerage and leasing arm.
 - Secure investments in commercial condos, negotiating contracts, tenant improvement funds, and managing general contractors.
 - Assist small commercial owner-developers with various deals across different stages.
- Westgate Realty (2009 - 2014)
 - Spearheaded the launch of commercial and business brokerage divisions.
 - Successfully recruited new commercial agents and conducted internal training programs for business brokers.
- Grace Realty (2005 - 2010)
 - Founded and grew a full-service real estate brokerage in Chantilly, VA.
 - Expanded the company to include 21 residential agents, 13 commercial agents, and 4 leasing coordinators.
 - Established a lending arm, facilitating over \$220 million in loans between 2006-2008.



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- Launched Commercial Property Management & Business Brokerage (1999 - 2005)
 - Founded and managed a unique brokerage specializing in marketing and selling gas stations.
 - Leveraged a strong network to acquire listings for 152 gas stations, establishing a niche brokerage in Kansas City.
- Eugene D. Brown Commercial Group (1991 - 1993)
 - Represented numerous small developers in leasing commercial shopping strips.
 - Maintained a successful residential practice while earning the prestigious GRI designation.
- Coldwell Banker, Sear Company (1989)
 - Began career in real estate and achieved Rookie of the Year recognition by the Johnson County Board, Kansas.
 - Supported a developer in marketing a 32-unit subdivision in Shawnee, KS. Provided comprehensive client support throughout the buying process, including site selection, construction, and material selections.

Education & Certifications

- Real Estate License (1989)
- GRI Designation (Graduate, REALTOR® Institute)
- NVAR Leadership Program Graduate
- Bachelors in Computer Science

Skills

- Negotiation
- Market Analysis
- Property Management
- Leasing & Sales
- Client Relationship Management
- Team Leadership & Development
- Business Development & Marketing

Network

Extensive network of contacts within the real estate industry across various sectors.

Graduate



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- **Major Milestone and Deals**

Alpha Petroleum 1993 - 2005

- Provided lease representation for a convenience store company in land development, ground lease negotiations, and funding.
- Negotiated urban store leases on behalf of a convenience store company.
- Managed over 40 new location development and lease negotiations within an eight-year period.
- Facilitated a significant warehouse deal and participated as an investor in the project.

Retail Leasing 1993 - Present

- Assisted multiple commercial tenants in leasing, such as restaurants, bagel shops, wine stores, and telecommunication stores.
- Supported an apartment complex developer in acquiring land and rezoning and approval process to build a luxury assisted living.

Graduate



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