



Dr. KATHERINA BARFUSSIN



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Creative and dynamic **REAL ESTATE CONSULTANT** with a proven track record in navigating complex property markets. Specialized in providing strategic guidance for buying, selling, and investing in real estate. Proficient in market analysis, property valuation, and negotiating favourable deals.

Experiences:

- General Manager, Land Use Planning and Zoning Compliance Project, London, England.
- Real Estate Specialist, Exclusive Listings and Sales Campaign Management, Berlin, Germany.
- Real Estate Consultant Manager, Advisory Services for Property Flipping and Renovation Project, Milan, Italy.
- Real Estate Specialist, Urban Redevelopment Project: Transforming Communities, Rome, Italy.
- Real Estate Consultant, Vacation Rental Property Management and Optimization, Paris, France.
- Real Estate Specialist, Commercial Lease Negotiation and Tenant Representation, Paris, France.
- Real Estate Consultant, Eco-Friendly and Sustainable Real Estate Development, Milan, Italy.
- Real Estate Consultant, Adaptive Reuse Projects: Transforming Historic Properties, Milan, Italy.

Highlights:

- Conducted in-depth market analysis to identify trends, opportunities, and potential risks for clients.
- Demonstrated proficiency in accurately valuing properties, ensuring fair and competitive pricing.
- Strong negotiation skills resulting in favourable deals for both buyers and sellers.
- Expertise in commercial lease negotiation and management, aligning with clients' business objectives.
- Oversaw residential and commercial development projects from conception to completion, ensuring timely delivery.

Education:

- 2004 Ph.D. in Real Estate Finance, New York University, USA.
- 1999 M.Sc. in Real Estate Development and Urbanism, University of Miami, USA.
- 1995 B.Sc. in Real Estate Management, Florida State University, USA.