

REALTORS® Signature Series Speakers Bureau

David Murphy, SIOR, CCIM



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Speaker fee: \$2,500 + expenses

Course Length: 2-3 hours

BIO

David Murphy is an active commercial real estate broker widely considered to be one of the top commercial agents in Florida and one of the leading industrial brokers in the Southeast. David has been named “Industrial Broker of the Year” for Central Florida for eight consecutive years. In 2010, David was named the “Top Producing Broker” in Central Florida by the Central Florida Commercial Association of Realtors. He was also named by Commercial Property Executive Magazine as one of the “Top 10 Emerging Commercial Real Estate Professionals in North America”. David has been recognized by Real Estate Florida Magazine as one of the Top 25 Commercial Brokers in Florida. A 21-year real estate veteran, David has handled over \$500,000,000 in commercial real estate transactions. He has been recognized by CB Richard Ellis as one of their Top 200 Agents nationally and is currently a member of CB Richard Ellis’ Industrial Advisory Council.

COURSE DESCRIPTIONS

Tomorrow’s Commercial Real Estate Stars are Being Made Today

This program is designed to show commercial agents how they can implement simple but powerful changes in their business that will make them more money. Utilizing the same methods David uses in his own successful commercial practice, this interactive session is taught from a practitioner’s point of view. David is a full time commercial agent and widely recognized as one of the top commercial brokers in Florida. In this fast paced presentation, David shows the audience exactly what he does to be successful, and how other agents can replicate his system for their success. (Length 2 Hours)

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From Residential To Commercial

Whether you are considering a change in career from residential to commercial real estate, are a “resimercial” agent handling both types of transactions, or are simply a residential agent looking to gain a better insight into commercial real estate brokerage, David will provide a detailed look at commercial real estate and how agents can make money in this lucrative field. David began his career at 18 years old selling houses, and transitioned to commercial real estate in his mid-twenties implementing many of the marketing and sales skills he learned as a residential agent. As a 21 year real estate veteran and active top producer, David shows how residential agents have the potential to be exceptional commercial brokers. (Length 2 Hours)