



### Ryan Pearce

Agent

NAI Latter & Blum

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### Background & Experience

Ryan is a MTSU Alumni and is the third generation in his family to make real estate a career. At Middle Tennessee State University, Ryan studied business finance at the graduate and undergraduate level where he obtained his MBA and BBA.

Shortly after completing his MBA, Ryan joined Latter & Blum Property Management. The time spent in the Property Management division was a valuable learning and networking experience where he interacted with most of the Greater New Orleans Latter & Blum branches.

After taking CCIM 101, Ryan joined NAI Latter & Blum's New Orleans office. Within the first year of being a commercial agent he was recognized by the Commercial Investment Division of the New Orleans Metropolitan Association of REALTORS for sales and leasing production in excess of \$2.5MM, as a Co-Recipient of Top Retail Sale which was a 55,000 SF Shopping Center, and as one of two "Rising Stars". NAI Latter & Blum recognized Ryan as "Rookie of the Year" for 2012. Since then Ryan has been involved in the transactions that include but are not limited to a 50,000 SF Warehouse, 47,000 SF Catholic School, 87,000 SF Big Box Shopping Center, and multiple Apartment Communities totaling more than 500 units.

Ryan is a resident of Mandeville and is a "go-to guy" for any commercial need in West St. Tammany. However, Ryan is not limited to that market; he is experienced with Retail, Multifamily, Industrial, Office, and Land properties in the Greater New Orleans Markets of the Northshore, Southshore/Eastbank, Westbank, River Parishes, and New Orleans East.

As a resident of Mandeville, Ryan is an active member of the St Tammany West Chamber of Commerce and its Northshore Young Professionals committee.

#### Skills

- Site To Do Business
- Site Selection
- Financial Analysis
- Prospecting

### Professional Affiliations & Designations

- CCIM Candidate / LA CCIM Member
- International Council of Shopping Centers (ICSC): NOLA Next Gen Committee Member
- Commercial Investment Division of NOMAR: Board Member 2016-Present
- New Orleans Metropolitan Association of Realtors
- St. Tammany West Chamber of Commerce: Board Member 2015 & 2017
- Northshore Young Professionals:  
Committee Chair 2015 & 2017  
Vice Chair 2016
- Cystic Fibrosis Foundation: Northshore's Finest Honoree 2015 and Continued Supporter
- Financial Management Association (MTSU Chapter) - 2008-2010  
Received Honors Recognition from FMA

### Educational Background

Middle Tennessee State University  
MBA-Business Finance: Class of 2010  
BBA-Business Finance: Class of 2008

CCIM Institute  
CI 101: Financial Analysis for Commercial Investment Real Estate  
CI 102: Market Analysis for Commercial Investment Real Estate  
CI 104: Investment Analysis for Commercial Investment Real Estate