

Long (Kevin) Du
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EXPERIENCE

Commonwealth Real Estate Services

Sales/Leasing Manager, 2025 – 2026

- Negotiate contract terms for Buyers and Sellers to reach mutually beneficial outcomes
- Draft lease agreement(s) in accordance with statutory/company rules and regulations
- Sold 20+ properties

EXP Realty

Real Estate Agent, 2024 – 2025

- Negotiated contract terms for Buyers and Sellers to reach mutually beneficial outcomes
- Design and market real estate strategies to increase sales volume

Redfin

Real Estate Agent, 2021 – 2023

- Cultivate and maintain relationships with over 300 clients, advising them on current market conditions and pricing strategies
- Closed an average of 12 transactions/year, generating \$15+ million/year

ADRR Tiles Company, Inc.

Director of Sales & Finance, 2018 - 2021

- Oversee all contract negotiations
- Point of contact for all third-party vendors

Law Offices of James B. Smith

Director of Real Estate Compliance, 2010 - 2017

- Successfully negotiated 500+ client contracts and agreements
- Oversaw 100+ bankruptcy cases
- Oversaw 50+ unlawful detainer cases
- Exceptional knowledge of CA real estate laws
- Proficient in Chapter 7 & Chapter 13 bankruptcy laws and procedures
- Ability to draft, review and negotiate leases

EDUCATION

Juris Doctor from [Seattle University, School of Law](#), March 2008

Bachelor of Arts from [University of California, Davis](#), March 2003

LICENSES

Licensed to Practice Law in Washington, currently inactive

CA Real Estate License, currently active, CA DRE #: 02082600