

Hunt relishes role in helping clients achieving dreams

By: Jennifer Hayes

It wasn't the rat race that got Terrance Hunt into real estate. Rather, it was a rattrap.

"I was paying for college myself and the biggest expense was housing," said Hunt, a Principal with Apartment Realty Advisors, who was less-than-impressed with the first house he rented in Fort Collins.

"I was leasing a house with six other people. It was a rattrap, the dryer would shock you if you touched it and the landlord knew it wasn't really livable."

It was then that Hunt opted to become his own landlord.

The business major found another house – with an unfinished basement – to rent. Using his student loan cosigned by his father, Hunt used the funds to pay for renovations to the basement. And the basement, he leased to friends, which paid for his college degree.

"I thought, 'Real estate is so easy,'" said Hunt, who not only invested into a second property in the Northern Colorado market but also after graduating from Colorado State University in December 1994 started working in February 1995 for Grubb & Ellis as an apartment property sales specialist.

"Then the '97 flood hit and I thought maybe real estate brokerage – not ownership – was for me."

Hunt worked with Grubb & Ellis for nine years and was named its top producing apartment broker nationwide for the firm in 2002 before he joined Apartment Realty Advisors in 2004.

At ARA, Hunt heads the Private Client Services division and has handled more than \$500 million in multifamily properties, from subsidized housing to low-income tax credits to condominium conver-

sions to senior housing to market-rate communities, and for clients such as AIMCO, Simpson Housing and Equity Residential.

Recently, he was enlisted to start the Denver office's Special Asset Services Division, which handles bank sales and fractured condo conversion deals.

"It's a great environment," said Hunt. "At ARA, we all work as a team and help each other and our sellers. I am doing 10 times the business I was doing before with the same amount of effort because of the teamwork and support here."



Terrance Hunt

While the current financial market makes completing deals challenging, it's worthwhile.

"My favorite part of the business is when a husband and wife in their 70's, who have been working on their property for years, can cash out and have a \$1 million check in their hand – something they never thought could happen," said Hunt.

Hunt's dedication to helping clients achieve their dreams, he believes, has been the key to his success during his 13-year career.

"I simply put the client first," said Hunt. "I know it sounds kind of cliché but you will do alright if you

know what your client wants."

And specializing in the client – the seller – was emphasized by mentors and Apartment Realty Advisors Principal's Doug Andrews and Jeff Hawks, who started the Denver office.

"Listings are the most rewarding," said Hunt, explaining that buyers might buy or might not, but sellers, even if they have to go through two or three tries at closing, will sell.

As passionate as Hunt is about his career, he is equally passionate about his time outside the office. He and his wife are the proud parents to a daughter, almost 3, and son, 2. In addition to spending time with his young family, Hunt enjoys skiing, mountain biking, traveling, kayaking and "trying" to golf.

Hunt, who was born in Cincinnati and grew up in Littleton, also is committed to giving back.

In 2001, he co-founded the Sean "Ranch" Lough Memorial Scholarship Fund in honor of a friend that passed away from a mountain biking accident. The fund recently provided its first full-ride, four-year scholarship to an Arrupe Jesuit High School student. The scholarship is provided to an inner-city, first-generation college student majoring in any field of study at Colorado State University.

Whether at work or play, Hunt relishes the chance he has to make a difference for others while doing something he loves.

ARA APARTMENTSM
REALTY ADVISORS

717 17th Street, Suite: 2000
Denver, CO 80202
Phone: (303) 260-4400
Fax: (303) 260-4234
www.ARAusa.com