

# RYAN KERSHAW

Investment Specialist

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*Ryan Kershaw is an associate broker working on the Frame Team in the Puget Sound Region.*

Ryan focuses on the commercial investment and owner/user sales market. With a background in sales, international business exposure, and a proven track record of success, Ryan is driven to deliver exceptional results for clients navigating the complexities of commercial real estate.

Ryan brings a unique perspective, blending his competitive sports background as a national-level ski racer and Pac-12 football player. During a standout summer internship at ADP, he conducted over 250 cold calls weekly, setting more than 15 appointments per week, and ranked #1 nationally among interns for prospect appointments. Additionally, his export sales role at Domex Superfresh Growers involved supporting a \$20M sales department, conducting pricing analyses, and thriving under intense, fast-paced conditions.

Ryan's international experience includes six months abroad in Madrid, Spain, where he developed cross-cultural communication skills and gained insights into global business practices. His education in business management at Washington State University further equips him with the tools to provide strategic and data-driven solutions to his clients.

Ryan's dedication to learning, coach-ability, and drive to excel make him a valued asset to his clients and colleagues. Whether assisting owner/users or investors, Ryan is committed to building meaningful relationships and delivering outstanding outcomes in every transaction.

## EDUCATION

Bachelor of Arts in  
Business Administration  
(BBA) Washington State  
University - Carson  
College of Business  
(Graduated Fall 2024)

Semester Abroad  
University Carlos III de  
Madrid (Spring 2024)

## FRAME TEAM STATS

**\$800M**

TOTAL TRANSACTIONS  
VOLUME

**482**

TOTAL # OF TRANSACTIONS

**7M+**

TOTAL SF SOLD & LEASED