

MATTHEW J. RYBICKI

mrybick2@asu.edu • linkedin.com/in/matthew-j-rybicki • mattrybicki.com

EDUCATION

W.P. Carey School of Business, Arizona State University — Tempe, AZ Expected May 2027
B.S. Finance | B.S. Marketing (Professional Sales) | GPA: 3.63 | Dean's List (4 semesters)
Relevant: Managerial Finance (capital budgeting, cost of capital, TVM, capital structure) | Upcoming: Investments, Corporate Finance, Credit Analysis, Financial Cases & Modeling
Professional Development: Real Estate Financial Modeling Bootcamp (Justin Kivel) — In Progress | Bloomberg Market Concepts — In Progress

HONORS & LEADERSHIP

Sales Scholar — W.P. Carey Professional Sales Program, ASU Mar 2026 – Present
– Competitively selected as one of 20 Sales Scholars; competed nationally at MTSU Collegiate Sales Competition (Apr 2026) selling Oracle NetSuite in multi-round judged B2B roleplay
– Competed in Sun Devil Sales Pitch Competition with Samsara (Jan 2026); selected for national competitions and executive mentorship beginning Fall 2026

Honor Board Member — Delta Tau Delta, Arizona State University Nov 2023 – Nov 2024
– Reviewed conduct cases and upheld organizational accountability in a structured, quasi-judicial process

WORK EXPERIENCE

Keller Williams Arizona Realty, Scottsdale, AZ Sep 2024 – Present
REALTOR®
– Closed 8 transactions totaling ~\$881K across land sales/rentals; manages full transaction lifecycle from lead generation through closing
– Built and deployed a regression-based CMA model using MLS data to determine fair market value, assess investment viability, and advise clients on pricing and deal structure
– Analyzes comparable sales, price-per-square-foot trends, and market absorption to advise buyer-clients on pricing, offer strategy, and investment viability
– Coordinates due diligence end-to-end across lenders, escrow officers, title companies, inspectors, and counterpart agents

By Rybicki Media, LLC, Scottsdale, AZ Oct 2025 – Mar 2026
Founder & Principal
– Founded a real estate media company serving Scottsdale agents and homeowners; managed client acquisition, pricing strategy, contracts, invoicing, and delivery for listings up to \$1.2M+

Van Chevrolet Buick GMC, Scottsdale, AZ Dec 2023 – Sep 2024
New Car Salesperson
– Ranked among top performers during peak month, contributing \$40K+ in revenue; closed one of the dealership's highest-grossing single deals at \$22K in dealer gross profit
– Qualified buyers on budget and payment sensitivity, structured deals around financing options, and negotiated terms to maximize close rate and deal profitability

PROJECTS

J&J UCC Financial Case Competition (2nd Place) — Python DCF Optimizer Apr 2026
– Built a Python-based DCF model simulating 180 decision combinations across a 10-year P&L to identify the NPV-maximizing strategy; validated to 0.000% error against the Excel baseline
– Owned financial modeling, sensitivity analysis, deck design, and content integration for a 20-minute presentation to a panel of J&J executives

Prysm — Residential Property Valuation Platform pr-sym.com
– Designed and deployed a regression-based residential valuation platform at pr-sym.com; analyzes 25+ data points per comparable sale with multi-factor weighted comp scoring to produce confidence-graded valuations (A-E), market adjustments, AI-generated narratives, and PDF reports. Built using AI-assisted development; currently pre-launch.

AFFILIATIONS & LICENSES

Arizona Real Estate Salesperson License — Active since Sep 2024 | FAA Part 107 Remote Pilot Certificate — Active
NAIOP Arizona — Student Member • ProSales Gold Member • Financial Management Association • Real Estate Club, ASU • NAR®

SKILLS

Analytical: DCF Modeling, Scenario & Sensitivity Analysis, NPV/IRR, Regression Analysis, Comparative Market Analysis, Advanced Excel, Python, Market Research & Valuation
Real Estate: MLS Research, Contract Negotiation, Due Diligence Coordination, Residential & Land Transactions, Investment Analysis, CRE Financial Modeling (Justin Kivel REFM — in progress)
Sales & Business: Negotiation & Deal Structuring, Client Advisory, CRM Systems, Transaction Coordination, Business Development, Prospecting & Lead Generation