

# REAL ESTATE FINANCIAL MODELING CONSULTANTS PROFILE BOOK

## INSTRUCTIONS

1. This resource is provided to you and the individuals herein by [www.AdventuresinCRE.com](http://www.AdventuresinCRE.com) free of charge
2. Review the profiles of professionals included herein
3. Identify one or more individuals you'd like to contact about taking on your consulting project
4. Contact those individuals via email or LinkedIn using the contact information provided herein
5. Share the specifics of your project and request a quote
6. Negotiate a rate and then formally engage the consultant to complete the project

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*By proceeding, you agree to the follow terms:*

*Adventures in CRE provides this resource as a free service to you and to the individuals herein . It does not earn a referral fee nor commission, and is not party to any agreement that you may make with any individual named herein.*

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## A.CRE ACCELERATOR GRADUATE - CONTRACT ANALYST PROFILE

### GENERAL AND CONTACT INFORMATION

Name: **Zach Williams** Years in Commercial Real Estate: **3 Years**  
 Date of Accelerator Completion: **16-Apr-20**  
 Email Address: [zachwi1@comcast.net](mailto:zachwi1@comcast.net)  
 LinkedIn Profile: <https://www.linkedin.com/in/zachwi1/>  
 Undergraduate degree name/date (if applicable): **BS - Business/Finance, University of Oregon / March 2017**  
 Graduate degree name/date (if applicable): **N/A**

#### Brief Description about you:

*Zach is a real estate acquisitions professional with a focus on multifamily investments. Zach currently works as an Investment Associate for Pacific Urban Residential assisting with all activities related to sourcing, underwriting, and acquiring apartment communities in the Seattle, Portland, and Denver markets. Since coming on board with Pacific Urban Residential, he has underwritten and evaluated every multifamily sale (20units+; above \$5million) that has occurred in his assigned markets. Zach will put together a detailed and accurate analysis on any project whether it be a 1-4 unit acquisition or a 300 unit value add investment requiring a rent penetration analysis, full capital budget, turnover schedule, and sales/rent comps.*

### REAL ESTATE FINANCIAL MODELING PROFICIENCY

Enter a proficiency rating 1 to 7 for each item. See the proficiency guide below for more details.  
 Enter "N/A" if you have no interest in that particular modeling task.

<u>Property-Type</u>	<u>Rating</u>	<u>Analysis Type</u>	<u>Rating</u>
Multifamily	7	Development	NA
Office	NA	Value-Add	7
Retail	4	Core	7
Industrial	NA	Acquisition	7
Hotel	NA	Asset Management	5
Self-Storage	NA	Portfolio Management	4
Student Housing	4	Property-Level Analysis	7
Seniors Housing	NA	Portfolio-Level Analysis	4
Co-working	NA	Tax-Credit Enabled Investments	NA
Co-living	2	Ground Lease Investments	NA
Condo	NA	Partnership-Level (Waterfall Modeling)	3
Mixed-Use	3	Modify Models from A.CRE Library	7
Single-family (for sale)	7	Using the A.CRE All-in-One Model	7
Single-family (for rent)	7	Modeling in ARGUS Enterprise	NA

### MODELING PROFICIENCY GUIDE

- 1 No experience or I am not comfortable in this area
  - 2 I have very little experience in this area (i.e. 1-3 modeling projects)
  - 3 I have some experience (3+ modeling projects)
  - 4 I have moderate experience and I'm comfortable modeling this area (5+ modeling projects)
  - 5 I have extensive experience and I'm fully comfortable modeling this area (10+ modeling projects)
  - 6 I consider myself an expert in this area with both experience and relative mastery (1+ years experience)
  - 7 I am a complete master in this area - throw anything at me and I can solve it! (2+ years experience)
- NA I'm not interested modeling this type of task

## A.CRE ACCELERATOR GRADUATE - CONTRACT ANALYST PROFILE

### GENERAL AND CONTACT INFORMATION

Name: **Jameson Pedersen** Years in Commercial Real Estate: **3 Years**  
Date of Accelerator Completion: **13-Aug-20**

Email Address: [jamesonpedersen@gmail.com](mailto:jamesonpedersen@gmail.com)  
LinkedIn Profile: <https://www.linkedin.com/in/jameson-pedersen-b81306138/>

Undergraduate degree name/date (if applicable): **Finance - May 2016**  
Graduate degree name/date (if applicable): **[Graduate degree name / date]**

#### Brief Description about you:

*Hello, my name is Jameson Pedersen and I am currently working as an industrial acquisitions associate based in Dallas, TX. My previous experience in commercial real estate was performing underwriting duties for a master planned community developer in the Pacific Northwest. I underwrote raw land development, single family housing, multifamily, senior housing, and some retail/mixed use projects. Upon moving to Dallas, TX last year (2019), I landed a job with a hotelier doing hotel development underwriting and analysis in key primary and secondary MSAs throughout the Southeast and Midwest.*

### REAL ESTATE FINANCIAL MODELING PROFICIENCY

Enter a proficiency rating 1 to 7 for each item. See the proficiency guide below for more details.

Enter "N/A" if you have no interest in that particular modeling task.

<u>Property-Type</u>	<u>Rating</u>	<u>Analysis Type</u>	<u>Rating</u>
Multifamily	5	Development	6
Office	3	Value-Add	5
Retail	4	Core	4
Industrial	5	Acquisition	5
Hotel	5	Asset Management	2
Self-Storage	2	Portfolio Management	2
Student Housing	4	Property-Level Analysis	3
Seniors Housing	5	Portfolio-Level Analysis	2
Co-working	4	Tax-Credit Enabled Investments	1
Co-living	4	Ground Lease Investments	2
Condo	4	Partnership-Level (Waterfall Modeling)	5
Mixed-Use	4	Modify Models from A.CRE Library	4
Single-family (for sale)	5	Using the A.CRE All-in-One Model	4
Single-family (for rent)	4	Modeling in ARGUS Enterprise	1

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- NA I'm not interested modeling this type of task

## A.CRE ACCELERATOR GRADUATE - CONTRACT ANALYST PROFILE

### GENERAL AND CONTACT INFORMATION

Name: **Nick Bouquet** Years in Commercial Real Estate: **12 Years**  
 Date of Accelerator Completion: **23-Mar-20**  
 Email Address: [nick.bouquet@gmail.com](mailto:nick.bouquet@gmail.com)  
 LinkedIn Profile: <https://www.linkedin.com/in/nick-bouquet-7148011/>  
 Undergraduate degree name/date (if applicable): **Bentley College - Bachelor's Degree Business Management**  
 Graduate degree name/date (if applicable): **N/A**

#### Brief Description about you:

*I have worked in commercial real estate for the majority of my career (12+ years). I have spent the bulk of this time working in the multifamily space, with a particular focus on affordable housing renovation and development. I am currently working on value-add multifamily, residential/mixed-use new construction apartments and condo projects. Thus far in my career, I have worked on the acquisition and renovation of more than 2,500 units of housing.*

### REAL ESTATE FINANCIAL MODELING PROFICIENCY

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 Enter "N/A" if you have no interest in that particular modeling task.

<u>Property-Type</u>	<u>Rating</u>	<u>Analysis Type</u>	<u>Rating</u>
Multifamily	6	Development	6
Office	NA	Value-Add	6
Retail	NA	Core	NA
Industrial	NA	Acquisition	6
Hotel	NA	Asset Management	NA
Self-Storage	NA	Portfolio Management	1
Student Housing	NA	Property-Level Analysis	6
Seniors Housing	NA	Portfolio-Level Analysis	NA
Co-working	NA	Tax-Credit Enabled Investments	6
Co-living	NA	Ground Lease Investments	NA
Condo	5	Partnership-Level (Waterfall Modeling)	3
Mixed-Use	4	Modify Models from A.CRE Library	NA
Single-family (for sale)	NA	Using the A.CRE All-in-One Model	NA
Single-family (for rent)	NA	Modeling in ARGUS Enterprise	NA
<a href="#">[Add others, if applicable]</a>	NA	<a href="#">[Add others, if applicable]</a>	NA
<a href="#">[Add others, if applicable]</a>	NA	<a href="#">[Add others, if applicable]</a>	NA
<a href="#">[Add others, if applicable]</a>	NA	<a href="#">[Add others, if applicable]</a>	NA

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- NA I'm not interested modeling this type of task

## A.CRE ACCELERATOR GRADUATE - CONTRACT ANALYST PROFILE

### GENERAL AND CONTACT INFORMATION

Name: **Alexander Williams** Years in Commercial Real Estate: **1.5 Years**  
 Date of Accelerator Completion: **12-May-20**

Email Address: [alexmorozwilliams@gmail.com](mailto:alexmorozwilliams@gmail.com)  
 LinkedIn Profile: <https://www.linkedin.com/in/alexander-m-williams/>

University of Wisconsin - Madison  
 Undergraduate degree name/date (if applicable): **BBA - Real Estate & Urban Land Economics May 2018**  
 Graduate degree name/date (if applicable): **--**

#### Brief Description about you:

*I am a graduate of the Real Estate program at the University of Wisconsin - Madison (consistently ranked 1 or 2 in the nation). I am based in DFW and am currently an analyst with CBRE's Multifamily Institutional Properties Group where I have underwritten over \$6 Billion of asset value. I had 3 internships in Office (tenant rep, landlord rep, and on the principal side). I specialize in Multifamily, am comfortable with Industrial and Office and experienced with Argus. I will underwrite all asset classes and love a challenge!*

### REAL ESTATE FINANCIAL MODELING PROFICIENCY

Enter a proficiency rating 1 to 7 for each item. See the proficiency guide below for more details.  
 Enter "N/A" if you have no interest in that particular modeling task.

<u>Property-Type</u>	<u>Rating</u>	<u>Analysis Type</u>	<u>Rating</u>
Multifamily	6	Development	1
Office	3	Value-Add	6
Retail	3	Core	6
Industrial	5	Acquisition	6
Hotel	1	Asset Management	1
Self-Storage	1	Portfolio Management	1
Student Housing	3	Property-Level Analysis	6
Seniors Housing	1	Portfolio-Level Analysis	5
Co-working	1	Tax-Credit Enabled Investments	3
Co-living	1	Ground Lease Investments	3
Condo	1	Partnership-Level (Waterfall Modeling)	5
Mixed-Use	4	Modify Models from A.CRE Library	5
Single-family (for sale)	1	Using the A.CRE All-in-One Model	5
Single-family (for rent)	1	Modeling in ARGUS Enterprise	5

### MODELING PROFICIENCY GUIDE

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- NA I'm not interested modeling this type of task

## A.CRE ACCELERATOR GRADUATE - CONTRACT ANALYST PROFILE

### GENERAL AND CONTACT INFORMATION

Name: **Craig Cadwallader** Years in Commercial Real Estate: **18 Years**  
 Date of Accelerator Completion: **1-Jan-20**

Email Address: [ccadwallader@gmail.com](mailto:ccadwallader@gmail.com)  
 LinkedIn Profile: <https://www.linkedin.com/in/craigcadwallader>

Undergraduate degree name/date (if applicable): **multidisciplinary Science (Communications & Business Mgmt Focus) /2004**  
 Graduate degree name/date (if applicable): **N/A**

#### Brief Description about you:

**\*\*Professionally:** *Spent 15 years overseeing operations of multifamily throughout the southeast. Product types varying from student housing to lease-up to value-add to tax credit (through receivership). Moved to the investment side of the business in 2015 wanting to be more involved on the deal side and deal mechanics, currently working on investment sales. Highly focused on multifamily acquisitions/dispositions and helping developers find land opportunities. In my spare time, professionally speaking- I enjoy learning how to be more proficient in my real estate modeling skills as I am always looking to improve on my knowledge and better myself. I am high energy, very personable, and able to communicate effectively with both investment clients, management, as well as various intermediaries.*

**\*\*Personally:** *Enjoy spending time outside, attending concerts/sporting events, and spending time with my wife and two little girls.*

### REAL ESTATE FINANCIAL MODELING PROFICIENCY

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 Enter "N/A" if you have no interest in that particular modeling task.

<u>Property-Type</u>	<u>Rating</u>	<u>Analysis Type</u>	<u>Rating</u>
Multifamily	5	Development	3
Office	NA	Value-Add	3
Retail	NA	Core	5
Industrial	NA	Acquisition	5
Hotel	NA	Asset Management	4
Self-Storage	NA	Portfolio Management	3
Student Housing	4	Property-Level Analysis	5
Seniors Housing	NA	Portfolio-Level Analysis	3
Co-working	NA	Tax-Credit Enabled Investments	2
Co-living	1	Ground Lease Investments	2
Condo	NA	Partnership-Level (Waterfall Modeling)	3
Mixed-Use	2	Modify Models from A.CRE Library	4
Single-family (for sale)	NA	Using the A.CRE All-in-One Model	3
Single-family (for rent)	NA	Modeling in ARGUS Enterprise	NA

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- NA I'm not interested modeling this type of task

## A.CRE ACCELERATOR GRADUATE - CONTRACT ANALYST PROFILE

### GENERAL AND CONTACT INFORMATION

Name: [Michael Meisner](#) Years in Commercial Real Estate: [2 Years](#)  
Date of Accelerator Completion: [17-Mar-20](#)

Email Address: [mikemeisner1@gmail.com](mailto:mikemeisner1@gmail.com)  
LinkedIn Profile: <https://www.linkedin.com/in/michael-meisner-b80574b0/>

Undergraduate degree name/date (if applicable): [University of Delaware - BS in Business & Economics - 2017](#)  
Graduate degree name/date (if applicable): [New York University - MS in Real Estate Finance & Investments - 2021](#)

#### Brief Description about you:

*I pivoted from the Sports Management industry in 2018 into Commercial Real Estate Brokerage at Marcus & Millichap. While at M&M, I listed over \$25 million in less than a year and a half. I recently left in January to focus 100% of my efforts on transitioning to the ownership side of the business, as well as pursuing my Masters degree in Real Estate Finance at NYU. Since I left in January, I have completed the A.CRE Accelerator program, and I'm nearing my certificate in ARGUS Enterprise. I also plan on completing all 3 levels in REFM for their Excel certifications. I've devoted almost every day over the past couple of months building on the foundation of underwriting experience I received while at Marcus. I am eager and hungry to take on more challenges as I navigate this process of transitioning from middle-market brokerage to the institutional owner/lender.*

### REAL ESTATE FINANCIAL MODELING PROFICIENCY

Enter a proficiency rating 1 to 7 for each item. See the proficiency guide below for more details.

Enter "N/A" if you have no interest in that particular modeling task.

<u>Property-Type</u>	<u>Rating</u>	<u>Analysis Type</u>	<u>Rating</u>
Multifamily	6	Development	3
Office	5	Value-Add	4
Retail	5	Core	5
Industrial	5	Acquisition	5
Hotel	3	Asset Management	3
Self-Storage	3	Portfolio Management	NA
Student Housing	4	Property-Level Analysis	4
Seniors Housing	3	Portfolio-Level Analysis	2
Co-working	2	Tax-Credit Enabled Investments	NA
Co-living	2	Ground Lease Investments	NA
Condo	2	Partnership-Level (Waterfall Modeling)	4
Mixed-Use	5	Modify Models from A.CRE Library	5
Single-family (for sale)	1	Using the A.CRE All-in-One Model	3
Single-family (for rent)	1	Modeling in ARGUS Enterprise	2

### MODELING PROFICIENCY GUIDE

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  - 7 I am a complete master in this area - throw anything at me and I can solve it! (2+ years experience)
- NA I'm not interested modeling this type of task

# A.CRE ACCELERATOR GRADUATE - CONTRACT ANALYST PROFILE

## GENERAL AND CONTACT INFORMATION

Name: JP de Bruin Years in Commercial Real Estate: 8 Years  
 Date of Accelerator Completion: 8-May-18  
 Email Address: jp@reinvest.com  
 LinkedIn Profile: <https://www.linkedin.com/in/jpdebruin9102/>

Undergraduate degree name/date (if applicable): BSc Real Estate, University of Pretoria, 2014  
 Graduate degree name/date (if applicable): \* BSc Hons Real Estate, University of Pretoria (Completing 2020 part time)

### Brief Description about you:

I am a level-headed and ambitious pursuant of anything commercial real estate. I love learning and have an insatiable desire to learn from other peoples who've done it before. I am an avid golfer, although my handicap probably won't reflect the same :P.  
 I started my CRE career as an appraiser and after 2,5 years I moved into capital raising position and more business development. Spending three years with a international investment firm, mainly raising equity in South Africa to do acquisitions in the US, I moved over to a young and modern real estate brokerage in Gauteng, South Africa, hungry for more deal front experience. I have since advise on many deal structures/restructuring and also built portfolio models for the launch of a new fund with multiple scenario stress testing variable included.

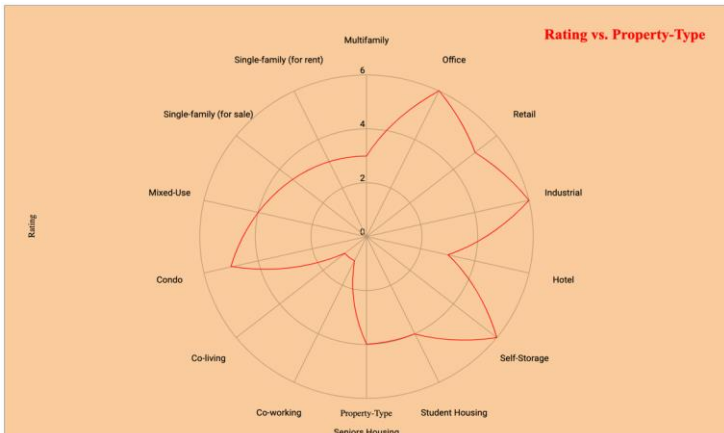
### High level Summary of some of the Projects/Models Built outside Accelerator Courses:

- \* **Office Development Modeling (100 Bishops Gate, London)** - added support for tenants with different lease types, calculate returns to both equity and mezzanine investors build a mixed IRR/multiple-based waterfall schedule
- \* **Hotel Acquisition & Renovation** - assumptions for different market and operational scenarios, including Base, Upside, and Downside cases and Independent vs. Franchise cases
- \* **Multifamily Acquisition & Credit Anlysis** - multifamily acquisition and credit analysis model and make an investment recommendation on the Senior Loan, Mezzanine, or Preferred Equity used to fund the property.
- \* **Office/Retail Acquisition & Renovation** - build an acquisition and renovation model for a mixed-use office/retail property and make investment recommendations for the Limited Partners, General Partners, Senior Lenders, and Mezzanine Investor
- \* **Pre-Sold Condo Development (Heritage Cyrela, Sao Paulo, Brazil)** - build a condo development model for the Heritage Cyrela, a super-high-end luxury complex in São Paulo to make investment recommendations for the Limited Partners and Developers and identify the key risk factors in the deal

## REAL ESTATE FINANCIAL MODELING PROFICIENCY

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<u>Property-Type</u>	<u>Rating</u>	<u>Analysis Type</u>	<u>Rating</u>
Multifamily	3	Development	4
Office	6	Value-Add	5
Retail	5	Core	6
Industrial	6	Acquisition	6
Hotel	3	Asset Management	2
Self-Storage	6	Portfolio Management	4
Student Housing	4	Property-Level Analysis	6
Seniors Housing	4	Portfolio-Level Analysis	6
Co-working	1	Tax-Credit Enabled Investments	2
Co-living	1	Ground Lease Investments	3
Condo	4	Partnership-Level (Waterfall Modeling)	6
Mixed-Use	3	Modify Models from A.CRE Library	6
Single-family (for sale)	NA	Using the A.CRE All-in-One Model	6
Single-family (for rent)	NA	Modeling in ARGUS Enterprise	1
		Variable Scenario Based Modeling (Stress Testing)	6





## A.CRE ACCELERATOR GRADUATE - CONTRACT ANALYST PROFILE

### GENERAL AND CONTACT INFORMATION

Name: **Emmett Harris** Years in Commercial Real Estate: **4 Years**  
Date of Accelerator Completion: **8-Apr-19**  
Email Address: [emmett.harris.3.eh@gmail.com](mailto:emmett.harris.3.eh@gmail.com)  
LinkedIn Profile: <https://www.linkedin.com/in/emmett-harris/>  
Undergraduate degree name/date (if applicable): **BA in Economics / 1999**  
Graduate degree name/date (if applicable): **MS in Finance / 2003**

### Brief Description about you:

*Currently, I am a senior quantitative analyst with Bank of America and I have supported analytic and modeling efforts for mortgage pricing, consumer and small business products, and customer centricity. I have a strong background in finance and economics, which spans over 20 years. My tool skillset includes Microsoft Excel and Access, Google Sheets, and SAS.*

### REAL ESTATE FINANCIAL MODELING PROFICIENCY

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<u>Property-Type</u>	<u>Rating</u>	<u>Analysis Type</u>	<u>Rating</u>
Multifamily	6	Development	2
Office	2	Value-Add	4
Retail	2	Core	4
Industrial	2	Acquisition	6
Hotel	2	Asset Management	3
Self-Storage	2	Portfolio Management	6
Student Housing	2	Property-Level Analysis	6
Seniors Housing	2	Portfolio-Level Analysis	6
Co-working	1	Tax-Credit Enabled Investments	1
Co-living	1	Ground Lease Investments	2
Condo	1	Partnership-Level (Waterfall Modeling)	4
Mixed-Use	2	Modify Models from A.CRE Library	NA
Single-family (for sale)	4	Using the A.CRE All-in-One Model	NA
Single-family (for rent)	4	Modeling in ARGUS Enterprise	NA

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## A.CRE ACCELERATOR GRADUATE - CONTRACT ANALYST PROFILE

### GENERAL AND CONTACT INFORMATION

Name: **Nick Orthmann** Years in Commercial Real Estate: **6 Years**  
 Date of Accelerator Completion: **3-Aug-20**

Email Address: [nickorthmann@gmail.com](mailto:nickorthmann@gmail.com)  
 LinkedIn Profile: <https://www.linkedin.com/in/nickorthmann/>

Undergraduate degree name/date (if applicable): **Bachelor of Science- Economics- 2014**  
 Graduate degree name/date (if applicable): **Master of Business Administration- Expected Fall 2022**

### Brief Description about you:

*Hello, my name is Nick Orthmann. I'm a real estate professional with over 6 years of experience. I began my career with a brief stint in valuation before transitioning into an Analyst role at a development firm in the midwest. My current role is now Development Project Manager however I oversee financial analysis of my firm's entire pipeline of projects. I have extensive experience in housing development including market rate rental, for sale condominium, single-family land development and LIHTC. I have also modeled acquisitions and value-add deals across most property types. I've completed financial models for deals that range from very straight forward to those with very unique structures and would be happy to discuss your needs to determine if I can be a fit in helping you meet your objectives*

### REAL ESTATE FINANCIAL MODELING PROFICIENCY

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Enter "N/A" if you have no interest in that particular modeling task.

<u>Property-Type</u>	<u>Rating</u>	<u>Analysis Type</u>	<u>Rating</u>
Multifamily	7	Development	7
Office	5	Value-Add	5
Retail	5	Core	6
Industrial	5	Acquisition	6
Hotel	4	Asset Management	4
Self-Storage	4	Portfolio Management	4
Student Housing	4	Property-Level Analysis	7
Seniors Housing	5	Portfolio-Level Analysis	4
Co-working	3	Tax-Credit Enabled Investments	7
Co-living	1	Ground Lease Investments	4
Condo	6	Partnership-Level (Waterfall Modeling)	5
Mixed-Use	6	Modify Models from A.CRE Library	6
Single-family (for sale)	6	Using the A.CRE All-in-One Model	6
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## A.CRE ACCELERATOR GRADUATE - CONTRACT ANALYST PROFILE

### GENERAL AND CONTACT INFORMATION

Name: **Fernando Pinzon** Years in Commercial Real Estate: **5 Years**  
 Date of Accelerator Completion: **7-Jun-19**  
 Email Address: [fernandopinzon@gate.net](mailto:fernandopinzon@gate.net)  
 LinkedIn Profile: <https://www.linkedin.com/in/fernandopinzon1>  
 Undergraduate degree name/date (if applicable): **BS and MS in Industrial Engineering**  
 Graduate degree name/date (if applicable): **MBA & MRE with CRE Investment and Analysis 2017**

### Brief Description about you:

*I am an Industrial Engineer with a MBA and a Master's in Real Estate with a concentration in Commercial Real Estate Investment and Analysis. I have been working in CRE analysis for almost seven years. I have extensively varied experience among all major income-producing property types, including the analysis and valuation of multi-family properties, office buildings, retail centers, industrial complexes, and some hotels.*

### REAL ESTATE FINANCIAL MODELING PROFICIENCY

Enter a proficiency rating 1 to 7 for each item. See the proficiency guide below for more details.  
 Enter "N/A" if you have no interest in that particular modeling task.

<u>Property-Type</u>	<u>Rating</u>	<u>Analysis Type</u>	<u>Rating</u>
Multifamily	6	Development	4
Office	6	Value-Add	4
Retail	6	Core	6
Industrial	6	Acquisition	6
Hotel	3	Asset Management	5
Self-Storage	5	Portfolio Management	5
Student Housing	6	Property-Level Analysis	5
Seniors Housing	3	Portfolio-Level Analysis	1
Co-working	2	Tax-Credit Enabled Investments	1
Co-living	2	Ground Lease Investments	1
Condo	2	Partnership-Level (Waterfall Modeling)	4
Mixed-Use	5	Modify Models from A.CRE Library	NA
Single-family (for sale)	4	Using the A.CRE All-in-One Model	NA
Single-family (for rent)	4	Modeling in ARGUS Enterprise	6

### MODELING PROFICIENCY GUIDE

- 1 No experience or I am not comfortable in this area
  - 2 I have very little experience in this area (i.e. 1-3 modeling projects)
  - 3 I have some experience (3+ modeling projects)
  - 4 I have moderate experience and I'm comfortable modeling this area (5+ modeling projects)
  - 5 I have extensive experience and I'm fully comfortable modeling this area (10+ modeling projects)
  - 6 I consider myself an expert in this area with both experience and relative mastery (1+ years experience)
  - 7 I am a complete master in this area - throw anything at me and I can solve it! (2+ years experience)
- NA I'm not interested modeling this type of task

## A.CRE ACCELERATOR GRADUATE - CONTRACT ANALYST PROFILE

### GENERAL AND CONTACT INFORMATION

Name: Joshua Lau Years in Commercial Real Estate: 1 Years  
 Date of Accelerator Completion: 26-Jul-19

Email Address: [kl932@cornell.edu](mailto:kl932@cornell.edu)  
 LinkedIn Profile: <https://www.linkedin.com/in/joshuakoonlau/>

Undergraduate degree name/date (if applicable): Bachelors of Applied Science (Civil Engineering) / Jun 2015  
 Graduate degree name/date (if applicable): Masters in Real Estate / May 2021

#### Brief Description about you:

*I've always been interested in buildings from a very young age, and decided to first pursue an education in civil engineering to understand the built environment. Soon after, I decided I wanted to face decisions as an investor in real estate, and chose to pursue my masters in real estate. Prior to enrolling in my masters at Cornell, I wanted to strengthen my excel modelling skills with Spencer and Michael's accelerator program. The modelling program has been hugely beneficial to my understanding of real estate, and shortly after graduation, I am seeking a job where most of the role would be in underwriting deals.*

### REAL ESTATE FINANCIAL MODELING PROFICIENCY

Enter a proficiency rating 1 to 7 for each item. See the proficiency guide below for more details.

Enter "N/A" if you have no interest in that particular modeling task.

<u>Property-Type</u>	<u>Rating</u>	<u>Analysis Type</u>	<u>Rating</u>
Multifamily	7	Development	7
Office	7	Value-Add	4
Retail	6	Core	7
Industrial	6	Acquisition	7
Hotel	5	Asset Management	5
Self-Storage	5	Portfolio Management	4
Student Housing	7	Property-Level Analysis	7
Seniors Housing	7	Portfolio-Level Analysis	7
Co-working	1	Tax-Credit Enabled Investments	NA
Co-living	1	Ground Lease Investments	NA
Condo	7	Partnership-Level (Waterfall Modeling)	7
Mixed-Use	7	Modify Models from A.CRE Library	6
Single-family (for sale)	3	Using the A.CRE All-in-One Model	NA
Single-family (for rent)	3	Modeling in ARGUS Enterprise	5

### MODELING PROFICIENCY GUIDE

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- NA I'm not interested modeling this type of task

## A.CRE ACCELERATOR GRADUATE - CONTRACT ANALYST PROFILE

### GENERAL AND CONTACT INFORMATION

Name: Terry Kipp Years in Commercial Real Estate: 6 Years  
 Date of Accelerator Completion: 15-Dec-19  
 Email Address: [Terry@QuantifiedCapital.com](mailto:Terry@QuantifiedCapital.com)  
 LinkedIn Profile: <https://www.linkedin.com/in/terrykipp/>  
 Undergraduate degree name/date (if applicable): Seton Hall University; Bsc Finance / 2014  
 Graduate degree name/date (if applicable): N/A

#### Brief Description about you:

*I'm a seasoned analyst with institutional underwriting experience at Prudential Real Estate Investors, J.P. Morgan's Global Real Assets, and Pacolet Milliken Entrprises. During my career, I've had the pleasure to underwrite over \$6 billion in real estate opportunities that led to the successful closing of over \$1 billion of transactions in Multifamily, Office, Retail, and Industrial assets throughout the United States.*

### REAL ESTATE FINANCIAL MODELING PROFICIENCY

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<u>Property-Type</u>	<u>Rating</u>	<u>Analysis Type</u>	<u>Rating</u>
Multifamily	7	Development	7
Office	7	Value-Add	7
Retail	7	Core	7
Industrial	7	Acquisition	7
Hotel	4	Asset Management	7
Self-Storage	3	Portfolio Management	7
Student Housing	4	Property-Level Analysis	7
Seniors Housing	4	Portfolio-Level Analysis	7
Co-working	3	Tax-Credit Enabled Investments	5
Co-living	3	Ground Lease Investments	7
Condo	5	Partnership-Level (Waterfall Modeling)	7
Mixed-Use	7	Modify Models from A.CRE Library	6
Single-family (for sale)	7	Using the A.CRE All-in-One Model	6
Single-family (for rent)	7	Modeling in ARGUS Enterprise	7

### MODELING PROFICIENCY GUIDE

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- NA I'm not interested modeling this type of task