

REAL ESTATE FINANCIAL MODELING CONSULTANTS PROFILE BOOK

INSTRUCTIONS

1. This resource is provided to you and the individuals herein by 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

By proceeding, you agree to the follow terms:

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A.CRE ACCELERATOR GRADUATE - CONTRACT ANALYST PROFILE

GENERAL AND CONTACT INFORMATION

Name: [Alexander Williams](#) Years in Commercial Real Estate: **3.0 Years**
 Date of Accelerator Completion: **12-May-20** Hourly Rate (\$100/hr USD minimum): **\$175 /hr**

Email Address: alexwilliams@uwalumni.com

LinkedIn Profile: <https://www.linkedin.com/in/alexander-m-williams/>

Undergraduate degree name/date (if applicable): **University of Wisconsin - Madison
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. I am based in DFW and am currently an analyst with CBRE's Multifamily Institutional Properties Group where I have underwritten over 200 properties in excess of \$10 Billion. I had 3 internships in Office (tenant rep, landlord rep, and on the principal side). I specialize in Multifamily but will underwrite all asset classes and love a challenge! I have access to CBRE's network and can dig up sale comps, rent comps and market analyses.

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 | 5 |
| Office | 4 | Value-Add | 7 |
| Retail | 4 | Core | 7 |
| Industrial | 5 | Acquisition | 7 |
| Hotel | 1 | Asset Management | 1 |
| Self-Storage | 1 | Portfolio Management | 1 |
| Student Housing | 5 | Property-Level Analysis | 7 |
| Seniors Housing | 5 | Portfolio-Level Analysis | 5 |
| Co-working | 1 | Tax-Credit Enabled Investments | 3 |
| Co-living | 1 | Ground Lease Investments | 3 |
| Condo | 2 | Partnership-Level (Waterfall Modeling) | 5 |
| Mixed-Use | 4 | Modify Models from A.CRE Library | 5 |
| Single-family (for sale) | 3 | Using the A.CRE All-in-One Model | 6 |
| Single-family (for rent) | 5 | Modeling in ARGUS Enterprise | 5 |
| [Add others, if applicable] | NA | [Add others, if applicable] | NA |
| [Add others, if applicable] | NA | [Add others, if applicable] | NA |
| [Add others, if applicable] | NA | [Add others, if applicable] | 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)
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 - 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: **Craig Cadwallader** Years in Commercial Real Estate: **18 Years**
 Date of Accelerator Completion: **1-Jan-20**

Email Address: ccadwallader@gmail.com
 LinkedIn Profile: <https://www.linkedin.com/in/craigcadwallader>

Undergraduate degree name/date (if applicable): **disciplnary 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.*

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| Property-Type | Rating | Analysis Type | Rating |
|--------------------------|--------|--|--------|
| 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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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/jpdebruin102/>**

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.

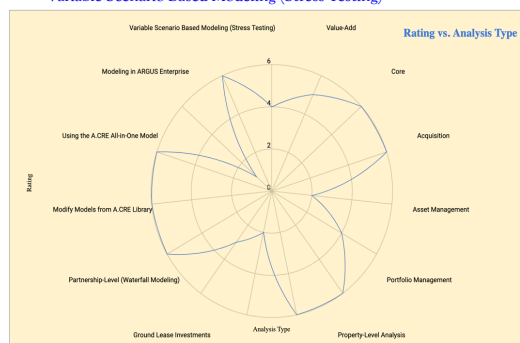
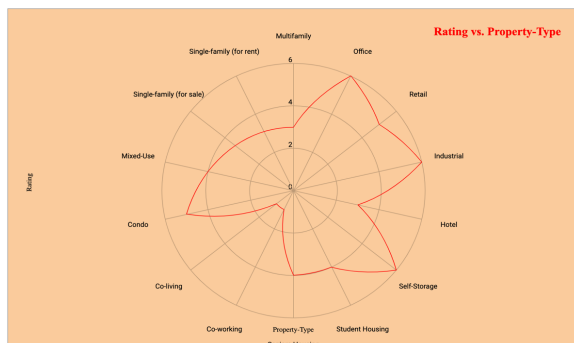
High level Summary of some of the Projects/Models Built outside Accelerator Courses:

- * 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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|--------------------------|--------|---|--------|
| 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 |



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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
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.

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|--------------------------|---------------|--|---------------|
| 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 |
| Single-family (for rent) | 5 | Modeling in ARGUS Enterprise | 4 |

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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
 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.

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| 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 |

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