

**EDUCATION**

**UNIVERSITY OF NORTH CAROLINA, Kenan-Flagler Business School** – Chapel Hill, NC May 2017  
**Master of Business Administration**, Full-Time MBA Program

- Concentration in Real Estate Finance; GMAT 720; Real Estate Club

**LOYOLA MARYMOUNT UNIVERISTY** – Los Angeles, CA May 2009  
**Bachelor of Business Administration**, Marketing

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**EXPERIENCE**

**KRAMER REAL ESTATE VENTURES** – Lantana, FL September 2017-Present  
*Family real estate company with a portfolio of 125 multi-family units under management*

**Equity Partner**

- Grew internal multifamily PM business to allow equity partners to take a step back from day-to-day management
- Lead value-add campaign on 25-unit property in Lantana, FL, resulting in a 2x increase in capitalized value
- Participated in all labor at the property to better understand the nuts and bolts. Projects include but not limited to: dock + seawall rebuild, exterior paint, 7x full gut renovations, impact window install, & sewer line replacement
- Evaluated potential expansion opportunities for family portfolio, resulting in the close of four properties (215-acre mixed use site, two industrial buildings totaling 37,000sf, and a 2,500sf medical office building)
- Operate 125 multi-family unit portfolio along with other commercial properties and manage 4 full-time employees

**HAMILTON ZANZE REAL ESTATE INVESTMENTS** – San Francisco, CA May 2017-September 2017  
*HZ has acquired over \$2.8 billion in multifamily assets and currently owns and operates 85 properties*

**Acquisitions Associate**

- Evaluated potential expansion markets and compile findings into easily digestible format for executives
- Performed financial modeling, rent roll analyses, and design business plans for potential multifamily value-add acquisitions
- Participated in underwriting portfolio of ten properties, resulting in the closing of a \$450M acquisition and compiled business plan in order to source \$112M in equity funding

**RANGE WATER REAL ESTATE** – Atlanta, GA Summer 2016  
*Range Water (formerly Pollack Shores RE Group) has acquired and developed over 14,500 units in the Sun Belt representing \$2 billion of total capitalization*

**Summer Development Associate**

- Researched and analyzed economic data from major metro areas and created a comprehensive presentation of six potential expansion markets for executives and equity investors; Range Water recently announced investments to two of the suggested markets: Dallas and Phoenix
- Executed financial modeling of potential development deals throughout the Southeast region with total development costs in excess of \$250M
- Collaborated with development executives on site visit to Nashville for potential multi-family developments, which resulted in the land closing of two different sites
- Authored equity pitch books for two Nashville projects, representing \$120M+ of total development cost

**KRAMER REAL ESTATE VENTURES** – Chico, CA 2010-2015  
*Family real estate company with a portfolio of 125 units under management*

**Equity Partner**

- Managed and oversaw \$25M/125,000 sq.ft. portfolio of apartments, generating \$2.2M in annual revenue
  - Repositioned student complex by overhauling property management, which reduced expenses by \$110,000 within the first year leading to a \$1M increase in capitalized value
  - Repurposed a distressed project and managed the development of the 9 units, integrating design changes to enhance units' appeal to a niche market, generating \$108K/year in rental revenue
  - Managed collaborative development team of architects, engineers, and contractors in the design and construction of a 28-unit, \$4.8M development projected to drive \$500K in annual revenue
  - Collaborated with partner on \$1.59M acquisition of 20-acre parcel in Augusta, GA; Partnered to plan a 252-unit multi-family development located adjacent to Augusta National Golf Course
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**ADDITIONAL**

- Assistant Coach, Chico High School Wrestling Team – (2011-2015)
- CrossFit junkie, exploring National Parks (20+ and counting), scuba diving, and avid college wrestling fan
- Legislative Committee, North Valley Apartment Association (2011-2015); Cooperatively working with local city officials to ensure the needs of multifamily owners are understood and met