



**2024-25 MRED
STUDENT PROFILES**

USC Price

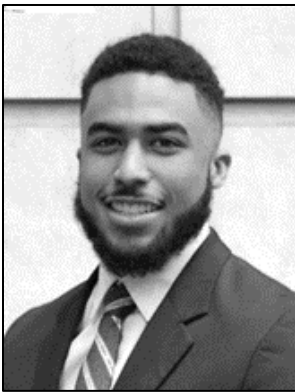
*Dollinger Master of
Real Estate Development*





Taji Abdullah | MRED (Part-time, Second year)

Taji is a Senior Real Estate Office at the Port of Los Angeles. Currently, he helps to deliver development projects that provide additional open space, encourage public access, and take a sustainable approach to design, planning, and urban architecture at the LA Waterfront. Taji has been a dedicated public servant since completing his Bachelor of Science in Business Administration and Finance at California State University, Northridge in 2008. He has attained diverse transactional experience within the aviation and maritime industries at the federal and municipal levels. Taji has led teams to perform asset management, budgeting, data analytics, leasing, and property management. Throughout his career, Taji has completed over 40 commercial real estate transactions that ranged from \$500K to \$100M. Among other professional accolades, Taji has earned the CCIM® and CPM® designations and completed the Viterbi Data Analytics Bootcamp and Ross Minority Program in Real Estate at the University of Southern California.



Austin Adams | MRED (Full-time)

For the last six years, Austin has worked as a Project Manager at Mace Group, a global construction consultancy company delivering a full spectrum of project management services. While at Mace, he gained considerable experience working primarily on retail and manufacturing projects ranging in cost from \$350,00 to over \$320 million across diverse world markets. Currently, he is one of two project managers overseeing the preconstruction and construction work for Siemens' new EV manufacturing facility in Pomona, California. Austin has extensive experience in project management, procurement, cost management, sustainability, and logistics management. Austin earned his Bachelor of Architecture (B. Arch) from Syracuse University in 2018.



Brandon Adams | MRED (Full-time)

Brandon Adams and I am a graduate student in the Master of Real Estate Development program at the USC Price School. I am currently enrolled as a part time student as I will be continuing my current job in Acquisitions and Asset Management at Goldrich Kest while attending USC. In my current role I oversee a portfolio of 4 billion dollars' worth of multifamily apartment units, 11 million square feet of Commercial space and 5 marinas. Previously, I was a Portfolio Manager at TruAmerica Multifamily helping Support the 16-Billion-dollar portfolio optimizing performance and responsible for all refinance, disposition and capital events. Before TruAmerica, I was a development and Acquisitions Analyst at Caruso working on the Palisades Village Development as well as working at Festival Companies (500MM Portfolio) right after University. As an undergrad, I attended University of Michigan with a Bachelor's Degree in Economics completed in April 2016.



Jean Carlo Castillo | MRED (Part-time, First year)

Jean Carlo is a Director within MacLeod & Co., a commercial real estate brokerage firm specializing in the sale and leasing of industrial warehouses, high-velocity logistic properties, industrial outdoor storage, and land for development. He is a trusted advisor to corporate tenants, private equity groups, institutions, high net-worth investors, and end-users of industrial real estate. Over the course of three years, he has brokered the sale and lease of over \$180M of industrial assets. Jean Carlo spearheads the group's industrial outdoor storage platform, within the Greater Los Angeles market. His clients lean on his expertise in the areas of corporate site selection, lease negotiations, and the sourcing of institutional-grade acquisition opportunities. He is an active member of the Urban Land Institute (ULI) and has completed coursework in Real Estate Investment Analysis at UCLA Extension. He grew up in South Orange County and graduated from Loyola University Chicago in 2018 with a double major in International Business and Marketing.



Abriel Chan – MRED (Part-time, Second year)

Abriel Chan is the Vice President, Americas at QuadReal Property Group, with over seven years of experience in investing across various property sectors and strategies. Abriel is currently focused on expanding QuadReal's US industrial and data center platforms. He began his career at Colliers on the investment brokerage team based in Vancouver, Canada. Abriel graduated with a Bachelor of Commerce from the University of British Columbia in 2014 and is a CFA Charterholder. He is also a member of NAIOP and ULI.



Prabhdeep Dhanoa | MBA/MRED (Full-time)

With three years of experience as a project manager at Deep KB, a development firm based in Los Angeles with over 20 properties in Southern California and Texas, Prabhdeep has overseen a range of projects, from small-scale retrofits to large-scale new developments. His responsibilities included collaborating closely with architects, general contractors, city officials and other stakeholders to see through developments under strict timelines. He earned a degree in Finance from the University of California, Riverside, setting a strong foundation for his academic and professional journey that he intends to use to transition into a development role.



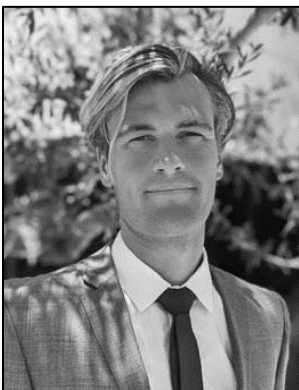
Kevin Ellyson | MRED (Part-time, First year)

Kevin is a construction professional with 12 years of project management experience working for development companies and general contractors throughout Southern California and Washington. As Manager of Special Projects for Shawmut Design and Construction in Los Angeles, Kevin worked with retail companies to deliver successful projects to high end retail clients. From pre-construction and planning through close out, Kevin completed projects for clients Apple, Louis Vuitton and Chanel. While working as a Project Manager for Canfield Development, Kevin worked on numerous residential projects. Most notably, overseeing construction of USC student housing project, Hoover and Adams Apartments, a (46) unit apartment building with 2,000 SF of retail, pool and gym. Kevin received his Bachelor of Science in Construction Management from the University of Washington in 2012.



Andrea Escalante | MRED (Part-time, Second year)

With over 20 years of experience in engineering, construction and facilities, Andrea has worked on numerous new builds, TI renovations, and critical facilities throughout the southwest region. Most recently, Andrea has worked as the managing Director of Engineering Services for USC Facilities Planning & Management. Since 2005, Andrea has been part of teams adding 5 million square feet to the USC campuses, including transformative spaces such as the USC University Village, the Michelson Center for Convergent Bioscience, and the USC Data Center. Andrea's responsibilities include collaboration with consultants and contractors, project planning, master planning, and project budgeting. Beginning her career in Los Angeles as a consulting engineer, Andrea has worked on both engineering and construction teams specializing in hospitals and data centers. Andrea holds an MSEE from USC Viterbi School of Engineering and is LEED, AP accredited.



Hayden Exstrom | MRED (Part-time, First Year)

Hayden Exstrom is a real estate professional with expertise in multi-family and student housing acquisitions, asset management, debt structuring, and property management. Hayden currently serves as Senior Debt Manager at Crew Enterprises, a real estate investment company that focuses on DST offerings and their recently launched student housing REIT. Hayden oversees all debt securities related to a \$2 billion portfolio encompassing student housing, conventional multifamily properties, and ground-up development projects. Prior to his current role, Hayden played a pivotal role at Laguna Point Properties, a real estate private equity firm focused on value-add multifamily assets located throughout the West Coast. He closed over \$926 million in new acquisitions, facilitated dispositions exceeding \$183 million, and structured refinancing totaling \$45 million. Hayden holds a bachelor's degree in finance with a minor in Spanish from Brigham Young University-Hawaii. He is dedicated to driving further excellence through his involvement in the MRED program.



Steven Gardiner | MRED (Full-Time)

For the last six years Steven has been an Associate Development Manager at Gardiner Properties LLC, a well-capitalized, family-owned real estate development firm. In this role, Steven has primarily been responsible for the financial modeling and underwriting of large new build time share resorts and urban infill apartment projects, as well as resort home and lot development properties. Projects are valued at over \$200 million and located in Salt Lake City, Park City, and Moab, Utah. Working for a small family-owned firm, Steven has worn many hats and had exposure to every facet of ground up development, from land acquisition to entitlements, design, financing, construction management, asset management, contract law, and permanent financing. Prior to Gardiner Properties, Steven worked as a research analyst at Grandeur Peak Global Advisors, a micro to midcap global equities investment firm. Steven also spent two years in volunteer service in the Philippines. Steven received his B.S. in Business Administration from the University of Utah in 2018.



Alexandria Gordon | MRED (Full-time)

Alexandria is a licensed architect with six years of combined experience in architecture and development working on numerous hospitality and multifamily projects. She started her career in New York at multidisciplinary design firm Hart Howerton where she coordinated boutique resort projects from schematic design through construction administration. Alexandria made a career pivot in 2022 to real estate development joining EQT Exeter's multifamily team. As development manager, she assisted with many phases of the projects, from site test fits and design review to construction management and delivery of Class-A apartment buildings. Alexandria earned her Bachelor of Architecture with a minor in Sustainability cum laude from the University of Notre Dame in 2018.



Michael Grant | MRED (Full-time)

Michael is a Director for A&E Real Estate, a multifamily investment and operating company in New York City. With a focus on acquiring, repositioning, and managing residential apartment buildings in prime neighborhoods, he is responsible for asset management, property operations, and underwriting for equity and debt activities. In his role, Michael managed two adjacent luxury high-rise residential rental buildings in Manhattan, including business plan execution and construction management. Previously, Michael was the Director of Asset Management at Greenbrook Partners, a vertically integrated real estate operating company performing investment management, development, leasing, and financing across value-add and core-plus vehicles in Brooklyn. Michael earned his Bachelor of Arts in Sociology from the University of Southern California in 2014, during which time he also served as team captain of the men's tennis team.



Jake Harris | MRED (Full-time)

Jake has immersed himself in the Southern California real estate market for the past six years as a value-add investor rehabilitating and flipping properties. His portfolio includes both short-term, mid-term and long-term rental under his management in the Los Angeles area. Jake has served as a Firefighter for the City of Los Angeles for the past 8 years. He received his Bachelors degree in Political Science from Chapman University.



Sagiv Hartmayer | MRED (Full-time)

With seven years of industry experience, Sagiv is a well-versed financial professional having served across public and private markets. Prior to attending USC, Sagiv served as a Senior Associate within Jefferies equity research where he advised institutional investors on public equity placements using a fundamental investment approach. Before Jefferies, Sagiv served within the regional finance group at Lennar, where he directed acquisitions and asset management across the southwestern United States. He helped facilitate the development of 100+ homebuilding and multifamily projects varying in size, structure, and risk factors. Sagiv earned his Bachelor of Arts in Economics from the University of California, Los Angeles in 2018 and holds a California Real Estate Broker's license.



Derek Hunter | MRED (Full-time)

Derek is a Development Associate at Hunter Properties, a family-owned, commercial development firm in Cupertino, California. Having over 5+ years of experience in Class-A Office, Retail, Mixed Use, and Self-Storage; his responsibilities include all aspects of the development cycle: acquisitions, design, entitlements, preconstruction, construction, marketing, leasing, and dispositions. One of his primary roles is to interface with contractors, inspectors, and consultants to push construction and facilitate onsite problem solving. Recent projects include a ground up retail center in Folsom, CA and a downtown redevelopment (retail, office, and parks) in Sunnyvale, CA. On the side, he is a project manager for the clubhouse redevelopment efforts of the Boys & Girls Club of the Mid-Peninsula, as they assess community, program, and facility needs from San Francisco to San Jose. Derek graduated from the University of Washington in 2018, where he was a member of the football team.



Jasper Joseph | MRED (Full-time)

Jasper is a real estate developer and broker at JD Emory Inc., a family-owned company that specializes in developing custom single and multifamily properties. Jasper co-owns the company, which is renowned for its innovative design and high-quality construction, making it a premier builder in the San Fernando Valley. She graduated from San Diego State University with a Bachelor of Science in Business Administration - Real Estate in 2020, where she was awarded the Steven L. Black Endowed Full Scholarship for Real Estate. Additionally, she holds associate degrees in Accounting and Business Administration. Jasper also completed the Ross Program in Real Estate at the University of Southern California, enhancing her expertise in urban development. Her responsibilities at JD Emory include leading project acquisition research—successfully securing over five properties annually—directing capital raising strategies, and managing the entire lifecycle of residential and commercial projects, overseeing project scopes across \$15M+ in assets.



Ahmed I. Kabir – MRED (Part-time, Second year)

Ahmed is a Senior Associate for the Office and Life Science team at Nuveen Real Estate. He manages the overall function and delivery of a project's life cycle from inception to turnover and the strategic relationship between Nuveen and its JV partners. Prior to Nuveen, Ahmed was at CIM Group where he transitioned from a general contractor to a real estate development specialist to focus on the full cycle of the business. He was involved in all aspects of a project from acquisition and due diligence, construction, leasing and marketing, turnover and occupancy. He executed ground up and TI projects for office, hotel, retail, restaurant, multifamily, and industrial in excess of \$100 million dollars. Ahmed began his career in the general contracting industry at Austin Commercial, Webcor Builders in 2014 where he held several roles in on-site project management and preconstruction for ground up mixed-use and high-rise buildings valued at \$250+ million dollars. Ahmed graduated with a B.S. in Construction Management from California State University, Northridge in 2014.



Bennett Kamps | MRED (Full-Time)

Bennett started his career in Real Estate in the Downtown Chicago office of Marcus & Millichap. During his time there, he worked with developers to source and underwrite urban infill value-add opportunities on the north side of the city. He is passionate about redevelopment projects that are historically and architecturally significant. In 2020 he transitioned to a role with Proptech leader, The CoStar Group. At CoStar, he managed a book of business of \$2.5 Million in annualized revenue with clientele consisting of Major Brokerages, National Retailers, and Institutional Investors. As an expert in the CoStar Suite Software, he was responsible for supporting a diverse group of clients throughout Chicago and Los Angeles. Bennett graduated from the University of Illinois Urbana-Champaign with a Bachelor's Degree in Economics in 2018.



Ramsey Kassih | MRED (Part-time, Second year)

Ramsey works as a Vice President of Originations at CoreVest Finance, an affiliate of Redwood Trust, Inc. (NYSE: RWT) focusing on debt solutions for both multifamily and large-scale single family real estate investors. As a firm, CoreVest has closed over \$20B in loans on more than 140,000 units. In his role, Ramsey is responsible for sourcing, managing and closing complex commercial real estate debt transactions. Deal types include multifamily ground-up construction, value-add bridge, term loans, and scattered site residential portfolio term loans. Ramsey has directly originated \$151.5M in Term Loans and \$163.5M in Bridge Loans, totaling \$315M originated over his career. He

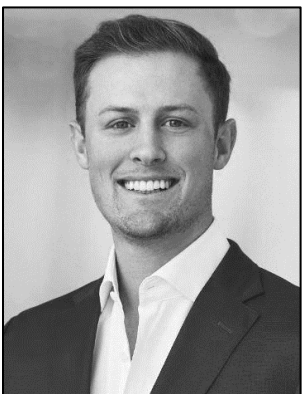
received his Bachelor of Arts in Economics, with a minor in Political Science from University of California, San Diego in 2017.



Gaelan Kerr-Koppel – MRED (Part-time, Second year)

Gaelan is a Vice President of Acquisitions and Asset Management at JMA Ventures where his main responsibilities include new deal sourcing and underwriting, partner negotiations, project management, and asset management. Gaelan has over 8 years of experience in the commercial real estate investment industry having started his career at PwC where he earned his CPA. Gaelan began his tenure at JMA in 2016 as a financial analyst and has since participated as a key investments team member on successful closings of over \$1.6 billion in gross real estate transaction volume across multifamily,

mixed-use, office, retail and hotel product spanning ground-up development, adaptive re-use, and acquisitions/dispositions. Gaelan leads the firm's qualified opportunity zone efforts and serves as deal lead on JMA's 243-room QOZ hotel development project in Avon, Colorado. Gaelan earned his Bachelor of Arts in economics and accounting with a minor in history from the University of California, Santa Barbara in 2014.



Ryan Knowles | MRED (Full-time)

Ryan brings a comprehensive background in institutional commercial real estate sales and leasing with over four years at Savills North America, where he was an Associate Director in the firm's Downtown Los Angeles office. Collaborating on transactions in the office, industrial, retail, and land sectors allowed him the opportunity to become well versed in multiple asset classes. Ryan successfully disposed of assets exceeding \$300MM and leased more than 2.5M square feet across the US. He is particularly skilled in understanding and meeting client expectations through active listening and tailored strategy development, ensuring each client's unique needs are met with precision. Ryan

graduated from Stanford University in 2016 with a Bachelor of Science in Science, Technology, and Society, focusing on Innovation and Organizations.



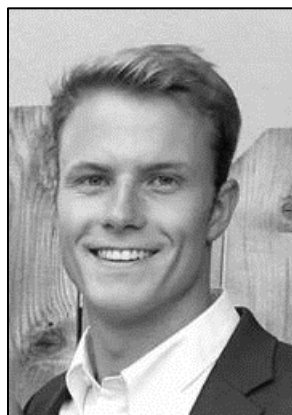
Marc Lebanoff | MRED (Part-time, Second year)

Marc is the President of Lebanoff Development Group, a boutique brokerage, general contracting and property management firm. Marc has been in commercial and residential real estate for 25 years in Nevada and California leading all daily operations in land and property acquisitions, management and development. Inter connected with all daily operations throughout his career he has built multiple commercial and residential buildings across all asset types and has lead the process from every aspect of the development stage including entitlements, financing, operations and disposition. Marc actively manages his personal investment portfolio and specializes in repositioning and value add projects. Marc received his undergraduate degree from Chapman University in Ca. in Business Administration with an emphasis In Finance and Entrepreneurship.



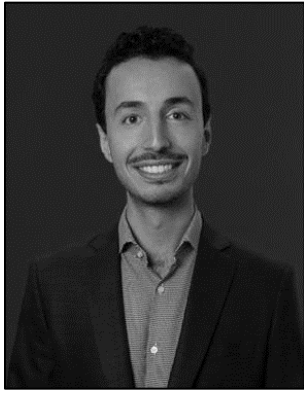
Stormie Leoni | MRED (Full-time)

Stormie is ranked in the top 1.5% of real estate agents nationally per the Wall Street Journal Real Trends report and has been recognized as a top broker by L.A. Magazine multiple years in a row. She joins USC after a successful eleven-year career in residential real estate sales. Stormie started her career at Sotheby's International Realty where she specialized in multi-unit sales, and has been at Compass since 2018 specializing in single-family sales. Stormie has overseen marquee transactions both on and off-market in Los Angeles, Santa Barbara, Orange County, and the Mojave Desert. She has represented developers, owner users, and bank-owned properties and has focused primarily on the luxury space in Los Angeles. In her free time, Stormie has acquired and renovated income properties and purchased short-term rentals. She earned a Bachelor of Arts in Sociology, with minors in Visual & Media Studies, and Religion from Duke University in 2012.



William McNulty - MRED (Full-Time)

William McNulty works in infill multifamily and senior living development in Southern California totaling \$280MM. Starting as an Assistant Project Manager and later advancing to the role of Development Manager, William played a key role in managing projects, performing financial analysis, and coordinating with various stakeholders. He has particular exposure to adaptive reuse projects, affordable housing, and Complete Communities projects in San Diego. His work included overseeing the development process from inception to completion, ensuring projects met financial and operational goals. William graduated from California Polytechnic State University, San Luis Obispo (Cal Poly SLO) in 2018. William is eager to leverage his industry experience and academic background in the MRED program, and he looks forward to connecting with classmates, alumni, and faculty to further his career in real estate development.



Jonathan Mofstakhar | MRED (Full-Time)

Jonathan is a passionate development professional with over a decade of experience in the field. Jonathan firmly believes that housing is a human right and has dedicated his career to building beautiful places for people to call home. He has successfully directed over twenty development projects, ranging from luxury condominiums to market-rate and affordable rentals. Jonathan's repertoire includes acquisitions, entitlements, legal compliance, construction oversight and marketing strategy. He has extensive experience interfacing with attorneys, elected officials, and community stakeholders to secure complex approvals.

Earlier in his career, Jonathan worked as an analyst, responsible for producing class-leading market reports. Jonathan studied at CSUF College of Business & Economics, graduating magna cum laude in 2008. He is an active member of the development community, including his time as committee member with the Housing Action Coalition.



Jack Morrell | MRED (Part-Time, First year)

My name is Jack Morrell is a graduate student at the USC Price School as a part-time student pursuing the Masters of Real Estate Development. He currently works at Northmarq as an associate of Commercial Investment Sales. His team focuses on the acquisition and disposition of retail, industrial, sale leaseback and portfolio net lease properties. They concentrate on the sale of new build net lease retail and industrial sites for a multitude of our developer clients. Before starting at Northmarq, he worked at Matthews Real Estate Investment Services in the Bay Area. At Matthews he focused on the sale of single tenant net lease QSR (quick service restaurant) properties nationwide

with a strong focus on Starbucks and Burger King tenanted properties. He graduated from the University of Colorado, Boulder in May of 2022 with a Bachelor's degree in Communication Studies and a Minor in Business.



Noah Nordquist | MRED (Full-time)

Noah is the Co-Director of Acquisitions and Property Manager at Faring. Faring is a private real estate development firm in West Hollywood specializing in difficult entitlements for commercial, industrial, and multi-family projects with a pipeline over 2B. Noah has worked at Faring for 2 years co-directing the Acquisitions team and managing a 300M portfolio, mostly comprised of Industrial properties. Noah graduated from Cal State University, Northridge with a bachelor's degree in Political Science and a minor in Management. He has over 9 years of management experience at the corporate level and nearly 13 years of philanthropic experience where he has helped raise millions of dollars for Crohn's and Colitis research whilst simultaneously battling Crohn's disease since a young age.

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Celine Peng | MRED (Full-time)

Celine has lived on two continents – Asia and North America and has been active in the real estate industry for nearly a decade. Initially an architectural and space designer, following her success in flip investments and drawing on her family's construction background, she began to pursue her real estate career in 2016. She has served as the project developer at ZAITH Construction since 2018 and became a broker associate at Keller Williams Realty in 2019. In 2020, Celine founded her real estate consulting firm, which helps clients build wealth through real estate savvy in California. Assembling her comprehensive expertise from design to construction, her group provides value-add consultation from the initial stage of site selection to sell-out. She leaned into this ecosystem and successfully oversaw project types, including income property, custom-built single houses, 4-8 units, and ADU, achieving over \$100 million in transaction and construction volume. Celine lives with passion and vision for real estate. She holds a Bachelor of Arts in Arts and Design from Nanjing University of Finance and Economics in 2010.



Dwight Pritchett | MRED (Full-time)

Dwight Pritchett, a 2013 USC graduate in Business Administration with a concentration in Finance. After my schooling I worked in Banking. Being a Banker gave me hands on relationship management experience. It was my duty to obtain customers, keep on-going communication, be knowledgeable of current business environments, and create value for my customers. Separate from my banker duties I took advantage of being a Wells Fargo's employee by taking on the Wells Fargo Collegiate Credit course trainings. Industry standard practices and trainings in Commercial Real Estate Lending that advanced my skills in: Real Estate Valuation and Construction Lending. Prior to working at Wells Fargo, I interned as a commercial real estate analyst at EastdilSecured. Developing Excel and ARGUS Valuations to value properties and create financial summaries. Executed lease abstracts and gained in-depth practical experience for understanding and underwriting real estate. Now I'm a 2024 MRED only full-time student.



Mario Quintero | MRED (Full-time)

In 2023, Mario graduated from California State University, Northridge (CSUN), majoring in Political Science with a minor in Urban Planning. His career has centered around real estate, where he has overseen diverse construction projects, led financial planning efforts, and managed his real estate franchise in Orange County. With hands-on experience, he possesses a deep understanding of property management and development. Drawing from his Marine Corps background, Mario excels in communication, organization, and leadership, emphasizing teamwork and coordination. Actively seeking growth, he is eager to bring his academic knowledge and professional skills to the Master of Real Estate Development (MRED) program with the aim of expanding his expertise and contributing meaningfully to the field.



Viridiana Quiroz | MRED (Part-Time, Second year)

Viridiana brings a wealth of experience to the MRED program, with a diverse background in architecture spanning both residential and commercial projects in Mexico City and Los Angeles. Her expertise includes coordinating multi-family ground-up projects and participating in all phases of various projects in Los Angeles County, indicating proficiency in project management, construction documentation, and client communication. In her current role at Nadel Architects, Viridiana leads high-end retail projects, showing her strong leadership along with a comprehensive understanding of commercial building design and construction across all project phases. With over 8 years of experience in the field and a Bachelor's degree in architecture (B.Arch) from Universidad Iberoamericana in

2017, Viridiana is well-equipped to excel in the MRED program and contribute meaningfully to the real estate industry.



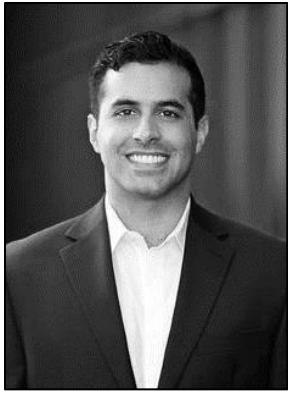
Drew Rafshol | MRED (Full-Time)

Before coming to USC, Drew was with CBRE in Minneapolis, MN, working as an Associate on the Multifamily Capital Markets team. While at CBRE, he was directly involved in over \$300 million in transaction volume. Prior to that, Drew was an Analyst with the Institutional Capital Markets team at JLL where he underwrote over \$1 billion in dispositions opportunities and was involved in the sale over \$250 million in industrial and office assets throughout the Upper Midwest. Drew graduated Summa Cum Laude from St. Cloud State University where he received a Bachelor of Science in Real Estate



Austin Risley | MRED (Full-Time)

Prior to USC, Austin spent over two years as an Analyst at DivcoWest, a real estate investment firm headquartered in San Francisco. At DivcoWest, he worked on the Investments team, helping to acquire office assets in the Western US and on Asset Management, assisting with analysis and business plans implementation for around \$500m of Fund and Separate Account investments. He also supported capital raising initiatives and investor relations within the Capital Strategies & Fund Formations team. Prior to DivcoWest, Austin earned a Bachelor of Arts from Michigan State University in 2021.



Matin Roshan | MRED (Part-time, First year)

Matin is currently the Vice President of Capital Markets at Dekel Capital, a capital advisory and real estate investment firm based in Los Angeles. In his eighteen months at Dekel, he has participated in over \$250 million of debt and equity financing transactions across all property types, with a focus on value-add and ground up development. His responsibilities include business development and new loan originations, underwriting and packaging financing transactions, negotiating terms between clients and capital providers, and facilitating processing and closing. Matin also actively invests in real estate alongside his family and spearheaded the acquisition of four multifamily properties in Los Angeles in the past three years. Prior to joining Dekel Capital, he spent four years at Quantum Capital Partners, first as an analyst and then as an originator. Matin graduated from UCSB with a B.S. in Biology in 2012.

Julian Saadeh | MRED (Part-time, Second year)



In 2020, Julian earned a Bachelor of Science in Business Administration from USC Marshall School of Business with a minor in Real Estate Development from Sol Price School of Public Policy. He works with the property development division of Investment Concepts, Inc. (“ICI”) which owns and operates a real estate portfolio in four western states (California, Nevada, Arizona and Oregon), consisting of approximately 8,000 multifamily residential units, 30 neighborhood retail centers (roughly 2 million rentable square feet) and an office building. Julian’s duties include overseeing all aspects of ICI’s larger capital improvement projects, new developments and tenant improvements through ICI’s licensed general contractor, First Quality Builders, Inc. He is also a California certified property manager (CPM), licensed real estate broker, and active real estate

investor.

Raymond Salem – MRED (Part-time, Second year)



Raymond is a dynamic real estate professional with almost a decade of experience in investment, asset management, and consulting. As the Asset Manager at Tripalink Real Estate, he leads the financial and operational aspects of the company's 1,100-unit investment portfolio, which includes student housing, co-living, multi-family, and mixed-use projects across multiple states. Prior to joining Tripalink, Raymond operated his own successful investment, asset management, and consulting firm, where he managed his own portfolio and advised other real estate owners and managers on acquisitions/dispositions, operations, and value-add projects. He is a proven leader in the industry, with a track record of delivering results for his clients and stakeholders.

Raymond earned his bachelor’s degree in finance from California State University, Northridge.



Jason Selmier — MRED (Part-time, Second year)

Jason's career over the last decade spans across development, operations, asset management, and brokerage. He has worked with various asset classes including multifamily, office, retail, and hospitality, having been involved in over \$1 billion in development projects and investments. He has worked for prominent developers, such as The Irvine Company, and for one of the largest brokerage firms in the country, Marcus & Millichap. Growing up, and through his sophomore year as an undergraduate student, Jason worked in his family's general construction business in the San Francisco Bay Area. Most recently, Jason started Westbourne Real Estate Advisors: bringing together his background of combined experience in construction and real estate development to offer boutique brokerage and development services to high-net-worth and family office investment firms. Jason graduated from University of San Diego in 2014, earning a BS in Finance.



Jack Seltzer | MRED (Full-time)

Combining hands-on experience as a listing agent at Marcus and Millichap with a strategic tenure as an asset manager at Costar, I am embarking on a journey to refine my expertise in real estate through USC Price's Master of Real Estate Development program. My time at Marcus and Millichap honed my negotiation skills and market acumen, allowing me to navigate complex transactions with finesse. Transitioning to Costar as an asset manager broadened my perspective, where I managed the sale of commercial real estate and optimized sale performance through data-drive analytics. With a proven track record of driving value in both brokerage and asset level roles, Jack seeks to delve deeper into real estate development, leveraging my practical insights to shape future strategies for sustainable development.



Sophia Shaheen | MRED (Full-time)

Sophia comes to USC from Regency Centers, a real estate investment trust that specializes in the development and operation of grocery-anchored shopping centers. Working as a property manager, she oversaw a portfolio of shopping centers with a combined asset value exceeding \$375 million, housing over 200 retail tenants. For nearly a year, she served as the tenant construction manager for her portfolio, managing large TI projects as the landlord point person. She generated the OPEX and CAPEX budgets, and oversaw the CAPEX projects from consultancy to receipt of unconditional final lien waivers. In 2023, wanting to transition into a role that was more market-focused than property-specific, she joined the leasing department, where she worked on a 2-person leasing team that handled the new lease negotiations and renewals for nearly 850 retail units. Sophia received her bachelor's degree in Global Studies from UCLA in 2019.



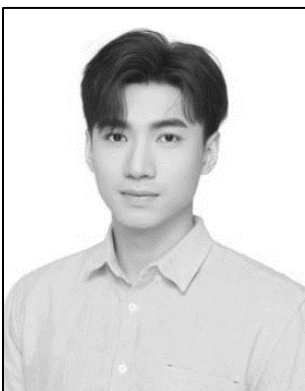
David Shelly | MRED (Full-time)

David Shelly is a full-time graduate student in USC Price's Dollinger master's in real estate development (MRED) program. Prior to attending the MRED program, David spent over 5 years in Land Acquisitions at City Ventures in its San Francisco division. City Ventures is a leading California-based investment and development company focused on urban in-fill for-sale housing and mixed-use projects. As Director of Land Acquisitions, David's primary responsibilities included underwriting and sourcing new acquisition sites, contract negotiation, due diligence, investment presentations, and project management. He also assisted in the disposition of fully entitled land and commercial mixed-use buildings. During his time at City Ventures, David successfully completed over 25 new acquisitions which added 1,245 units to the division's pipeline and \$291M in profit. He also managed the marketing and disposition of over 45,000 SF of commercial buildings across the San Francisco Bay Area. David has been a member of the Urban Land Institute since 2019 and received a Bachelor of Science in Finance from the University of Utah in 2018. David is excited to join the Trojan family bringing his experience in real estate development to the program and to learn alongside other aspiring real estate professionals.



Robert Shmerling | MRED (Full-time)

Robert has led project teams at Walt Disney Imagineering in the development of large-scale, complex themed entertainment projects in California, Florida, Shanghai, and Hong Kong for 18 years. Serving in a key leadership role on Pandora – The World of AVATAR, Robert was a signatory to one of Disney's first and largest Integrated Project Delivery contracts, driving the adoption of cutting-edge Building Information Modeling and leading a large scale "Big Room" culture with an international array of design consultants and contractors. He shared learnings from these experiences in national forums with LCI, DBIA, and ASCE. Robert earned a Bachelor of Science in Civil and Environmental Engineering from the University of California, Berkeley, a Master of Science in Structures and Foundations from the University of Central Florida, and certificates in Architecture and Urban Design from the Harvard Graduate School of Design and Virtual Design and Construction from Stanford University.



Ching Fung "Jackson" Sun | MRED (Full-time)

Ching Fung moved to California with his family in 2021. Prior to attending USC, Ching Fung was armed with a real estate salesperson's license, obtained in January 2023. He has been responsible for professional real estate business and investments in Northern California's property market. Graduating from the University of Manchester, with a Bachelor's Degree in Mathematics and Statistics, his analytical skill helped him through every deal he undertook. Ching Fung has been working as an agent in Keller Williams Realty, the largest real estate franchise in the United States by sales volume. He has been involved in analysis of investment, market, and return rates. As a salesperson, Ching Fung brings precise market insights for his clients, doing open houses and managing their properties. This year, he just got his certification of Engineering In Training, to enhance his problem solving ability.



Adam Tekunoff | MRED (Part-time, First year)

Adam Tekunoff is a Certified Building Official, who currently serves as the Building Official for the City of Whittier. He has over 10 years of experience in Building and Safety, along with Community Development. He was also a Building and Safety consultant for Laguna Hills, Palos Verdes Estates, Jurupa Valley, along with the County of Los Angeles and County of Orange. Adam is a solution-based leader with experience in mixed use developments, industrial, multifamily, retail, and residential construction. He actively participates in City Council meetings, Planning Commission, Design Review Board, and Historic Resources Commission. He manages staff, consultants, and contracts, along with conducting inspections, plan review, and code interpretation. Adam also received a bachelor's in science from California State Polytechnic University of Pomona in Management.



Stephen Trzesniewski | MRED (Full-time)

Since 2017, Stephen has been developing real estate in the Joshua Tree area, where he buys and extensively renovates residential properties for use as Airbnbs and long-term rentals. He also invests in land parcels through San Bernardino County tax sale auctions. Stephen is currently overseeing the design and construction of an architecturally significant residence in the Joshua Tree mountains. Originally from the Bay Area, Stephen holds a Bachelor of Arts in Economics from UCLA and an MFA in Screenwriting from Loyola Marymount University. Upon earning his MRED degree, he looks forward to developing more properties in Southern California.



Aaron Twersky – MRED (Part-time, Second year)

Aaron has made a name for himself in the real estate industry by specializing in tenant representation and investment sales of commercial real estate throughout Southern California. Upon graduating in 2017 with a Bachelor's Degree in Finance from Indiana University's Kelley School of Business, Aaron joined Stone-Miller and has since been responsible for the closing sales of more than \$100,000,000 of real estate. He has also assisted his clients in leasing more than 400,000 square feet of office, industrial and retail space in various parts of the Western United States. Aaron's expertise in the field includes completing, owner-user sale transactions, helping clients procure commercial, private and SBA financing, securing 1031 exchange properties, portfolio acquisitions and dispositions, and sale-leasebacks. He has established himself as a reliable and trustworthy advisor to his clients and is known for his exceptional communication skills and attention to detail.



Mei-Chi “Aries” Wang | MRED (Full-time)

Before attending USC, Wang accumulated 5 years of experience in the architecture design industry and served as a research assistant for 2 years. As a licensed architect in Taiwan, she led a team of 100 individuals to successfully deliver a social housing project comprising over 800 units. Leveraging her understanding of social welfare, Wang collaborated with her university to launch a career discovery program benefiting 40 underprivileged juveniles. Recently, she has been researching and managing the academic-industrial relationship of architecture students' internship programs. Wang has participated in several international internships and overseas workshops.

Notably, in Chiang Mai, her research team introduced a network focused on bicycles and pedestrians, aiming to connect locals through human-centric activities and facilities. This initiative was a response to the impact of gentrification, the unfair occupation of limited water resources, job vacancies, and the widening wealth gap. Wang earned a Bachelor of Architecture (B.Arch) degree in National Cheng Kung University in Taiwan, 2019.



Christopher Wong | MRED (Full-Time)

Prior to joining the USC MRED program, Christopher spent his career in architecture and real estate development. After earning his bachelor's degree in architecture from Cal Poly Pomona in 2020, he served as an architectural designer for Toll Brothers, a prominent residential builder and developer in the nation. Over the course of three and a half years, Christopher contributed to the design planning of over 15 masterplan residential communities spanning across Oregon, Utah, Nevada, Idaho, Arizona, and California. He developed new floor plans and elevation designs for over 40 homes. Additionally, Christopher gained valuable industry insights through his internships at various

architecture firms such as, Zakian Woo Architects and TFP Farrells. Christopher aims to leverage his architectural background and development experience to pursue a successful career in real estate development.