

Student Profiles 2022-23



Shea Bartolino – MBA/MRED (Full-time, First-year)

Before attending USC, Shea worked in asset management at the ConAM Group in San Diego, CA. ConAM is a multi-family real estate investment and property management company focused on developing and managing best-in-class apartment communities throughout the continental United States. As a financial analyst, Shea created and led the CARES Act program encompassing 10,000 units and 3,000 prior tenants, ensuring the collection of over \$5,000,000 in federal rental assistance. Shea also worked on performing quarterly valuations and researched value-add projects to identify major capital renovation undertakings. Prior to this, Shea spent ten years in the United States Navy before receiving his Bachelor of Science in Real Estate Development with a Minor in Business from the University of California San Diego in 2022.

Opher Benrimon – MRED (Part-time, First-year)

Opher is the Head of Development and Chief of Staff for Uncommon Developers (UD), a real estate development company based in Los Angeles. Since 2013, Opher served a key role in developing large projects in California totaling \$600M. Most notable are The 24 Campus - a 24 acre mixed-use development in Chatsworth consisting of 700 apartments and 250,000 s.f. of commercial space and the acquisition of a 565 Acre site for the entitlement and development of an 8M SF Industrial Park (distribution centers) in the High Desert area of California. Opher's responsibilities include overseeing all of Uncommon Developers' departments as well as managing the development process including Land Use analysis, selecting and managing project teams such as architects and engineers, as well as performing financial analysis and all other processes related to entitlements and design development. Opher received his Bachelor of Bachelor of Arts at Economics from the University of California, Los Angeles in 2011.



Zach Blumenfeld – MRED (Full-time)

Prior to attending USC, Zach built a career across multiple sectors of commercial real estate. Beginning as a multi-family Property Manager in NYC, he subsequently joined WeWork to develop its innovative co-living concept. In this role, he established building operations, improved the product offering, and helped open a second location in Washington D.C. In 2018, WeWork relocated Zach to Los Angeles to help expand the company's core business – flexible office space – in an emerging market. Most recently, as a Senior Leasing Manager, Zach was primarily responsible for Enterprise business development, asset revenue optimization, and over 1M SF of office space across West LA. He also managed a team of Leasing Associates responsible for tenant renewals. Zach graduated from the University of Maryland-College Park in 2014 with a BA in Communication.

Alex Borrás – MRED (Part-time, First-year)

Alex is a professional who blends strategy and forward thinking to develop solutions for the complex processes and challenges in the architecture and construction industry. His design background and real estate experience brings a distinctive approach to projects. With over thirteen years of experience, he has collaborated in designing, managing, and building a wide range of project types, focusing on delivering design excellence through strategies, dedication, culture, and mentorship. His primary focus is on creating long-lasting relationships by understanding and balancing client expectations while leveraging all disciplines through efficient workflows, communication, problem-solving skills, scheduling, and project performance. Alex completed his education in 2011 at the Tecnológico de Monterrey (ITESM) in Monterrey, México with a Bachelor's of Architecture.





Andrew Boukather – MRED (Part-time, Second-year)

Andrew Boukather is an investment advisor at CBRE, the world's largest commercial real estate services and investment firm. He specializes in the acquisition and disposition of multifamily investment properties throughout Southern California. He has been involved in the sale of over 150MM of real estate over the course of his three-and-a-half-year career. Andrew prides himself on being a strategic advisor to his clients, working with them to reach their investment goals. He analyzes investors' return on equity, in order to ensure they are maximizing their potential for return. Andrew has experience performing both 1031 exchanges and cash-out refinances through partnering with CBRE's debt and structured finance platform. He has also executed transactions outside of California, in order to improve his clients' financial positions. Andrew is an active member of the Orange County Apartment

Association. He received his Bachelor of Science in Agricultural Business, with a minor in Real Estate Development from California Polytechnic State University, San Luis Obispo in 2018.

Zachary Caine – MBA/MRED (Part-time, Third-year)

Zach has worked in commercial real estate as an Associate in Newmark's Downtown Los Angeles office since 2018. He specializes in office tenant representation, landlord agency leasing and investment sales in the Greater LA region. Zach's primary responsibilities include advising clients in their real estate transactions to create flexible and cost-effective solutions, while managing risk, reducing costs, and contributing to hiring and retention goals. Prior to his career in brokerage, Zach worked in technology sales, as an Account Executive at Intuit in his hometown of San Francisco, as well as for international software firm Virtuagym, based out of the company's office in Medellin, Colombia. Zach received his Bachelor of Arts in Political Science from the University of Michigan in 2012.



Luis A. Carmona – MRED (Part-time, First-year)

Luis has been working in the real estate industry since 2007. Luis is Co-founder of Hollymont Capital a boutique real estate investment and development company focused on urban in-fill multifamily development projects and Section 8 Value-add projects. Current projects include a multifamily development project in the Silver Lake neighborhood of Los Angeles. Luis is a licensed real estate broker and holds a B - General Building Contractor license in the State of CA. Luis provides Design Build services to other property owners through his company Angelus Design Build. On the brokerage side Luis has experience with multifamily, industrial, development and lease transactions. Luis completed his undergraduate at San Diego State University with a BS in Business Administration: Finance with Emphasis in Financial Services.

Victor A. Casanova – MRED (Part-time, First-year)

Victor is a Project Analyst at Highridge Costa, one of the leading developers of workforce, senior, mixed-income, and mixed-use affordable housing. As part of the Land Acquisitions and Project Management teams, he specializes in sourcing new opportunities and driving current projects through the development cycle. Victor is passionate about community service and being well by doing good. With colleagues, he created a food pantry that delivers food to formerly homeless veterans in permanent supportive housing. Victor earned a Bachelor of Science in Business Administration with a concentration in Finance from the University of California at Riverside, completed Goldman Sachs' 10KSB Program, and was selected as an SBA Emerging Leader. In the MRED program, he looks forward to leveraging the experience to enhance the lives of lower-income families and senior households through the continued development, preservation, and operation of quality new and repositioned affordable housing.





Kyle Chin – MRED (Part-time, Second-year)

Kyle is a Manager at Healthpeak Properties (NYSE: PEAK), a fully integrated real estate investment trust and S&P 500 company that owns and develops high-quality real estate in the three private-pay healthcare segments of Senior Housing, Life Science and Medical Office. At Healthpeak, Kyle oversees all aspects of asset management related to the Senior Housing portfolio, with \$2B+ AUM. Prior to his current role, Kyle worked for PricewaterhouseCoopers (PwC) in the NYC office and specialized in CMBS securitizations as part of the commercial real estate transaction and advisory group. Kyle graduated from Lehigh University in 2016 with a bachelor's degree in finance and minor in real estate. He was also a member of the Lehigh Division I Men's Soccer program and 4x varsity letterman.

Stella Choi – MRED (Full-time)

Stella is a licensed architect who brings 10 years of architecture experience in all phases of design from concept and master planning to turnover. She began her career at Gensler where she designed multiple commercial TI projects including the repositioning of the Irvine Company Headquarters and moved on to specialize in hospitality projects engaging in all phases of interior and core and shell design including entitlements through construction on notable projects such as the citizenM Hotel in Hollywood and Chase Center Golden State Warriors Arena. She currently leads the hospitality market sector at Montalba Architects and most recently served as a Project Manager and Senior Designer for the major renovation of the 83-key Nobu Hotel in Palo Alto. Stella earned a Bachelor of Arts in Architecture from the University of California, Berkeley in 2011.



Katie Curran – MRED (Part-time, First-year)

Katie is currently the Information Technology Manager for Auerbach Commercial Realty Corp, a multi-generational family-owned Property Development and Asset Management company in Santa Monica, CA. Katie entered Commercial Real Estate starting in March 2020. Katie has been responsible for improving on the in-house accounting, prop-tech, and property management for the company. Katie has also taken on the responsibility of being a resident manager for an apartment and is developing experience with residential renovations and the city permitting process. Katie began her career in Idaho in the Controller's Office helping with financial analytics. After doing a year as an Associate for an Idaho CPA Firm, she relocated to California for more career opportunities. Katie went to work for a prestigious law firm, Munger Tolles & Olse, followed by a publicly traded fintech company. All her

accounting and tech experience has provided her with a solid business background to transfer and jump into Commercial Real Estate. Katie Curran earned a Bachelor's in Accountancy from Boise State University, and became a Certified Public Accountant in 2016.

Stephen du Toit – MRED (Part-time, Second-year)

Stephen is currently a Superintendent for C.W. Driver, a mid-sized premier general contractor in the Greater Los Angeles area. Since starting with C.W. Driver in 2012, Stephen has been responsible for the construction of more than \$650 million in ground-up and tenant improvement projects. Stephen has overseen every aspect of construction for projects in many different sectors of the industry, including higher education, life science, hospitality, entertainment, senior living, culinary arts, and civic. Some notable projects Stephen has been responsible for include the \$140M Newport Beach Civic Center, the \$210M Soboba Resort and Casino, the \$60M BIOLA University Center for Science Technology and Health, and the Universal Studios Walking Dead Attraction and Boulevard Expansion. Stephen received a Bachelor of Science degree in Construction Management from Brigham Young University in 2012.



USC Dollinger Master of Real Estate Development
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Andrea Escalante – MRED (Part-time, First-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.

Lindsay Gibson – MRED (Full-time)

Lindsay began her career at Rosano Partners Commercial Real Estate where she managed the top producing team focused on cannabis business uses throughout California. After maxing out the market, she took on a hybrid role with the affiliated investment company, Roman Group. Lindsay leads all operations and solely built their construction subsidiary focused on value-add, ground up and adaptive reuse projects. As the Construction & Design Project Manager, she crafts capital improvement budgets ranging from \$2-15mm, repositions distressed assets, leads land entitlement and repurposes underperforming hotels into housing. With her thorough judicial knowledge and her vendor relationships, her projects are expedited through plan check with minimal corrections. Lindsay graduated from USC Dornsife in 2016 and was the Captain of the USC Women's Rowing Team.



Joshua Gonzalez – MRED (Part-time, Second-year)

Joshua is currently in strategy overseeing store concept development and a board member for Northgate Gonzalez Markets/Real Estate. His responsibilities include developing and executing the vision for new store concepts. As a board member his role includes providing strategy, vision, mission, and goals for the organization in its retail, real estate, financial services, and medical businesses. Prior to this, Joshua managed the company's flagship/incubator store with 220 associates and has held leadership positions throughout Northgate's retail operations. In 2018 Joshua graduated from California State University at Fullerton with a Bachelor of Arts in Business Administration/Finance.

Melvin Hakimian – MBA/MRED (Full-time, Second-year)

Melvin graduated with a bachelor's degree in Economics and a minor in Entrepreneurship from the University of California, Los Angeles. Post-graduation, he began working at Crest Real Estate, a Los Angeles based real estate firm that focuses on providing due diligence, entitlement, permit, expediting, design & massing, and project management services for a diverse network of clients. He initially began working under the CFO/GM of the company in a financial role, but quickly expanded his responsibilities into the role of Operations Manager. During his time at Crest, Melvin developed a passion for architecture and real estate development through his work with the President, Jason Somers.





Jacob Hallum – MBA/MRED (Full-time, Second-year)

Prior to attending USC, Jacob was a civil engineer with both design and construction experience. As a design engineer at Los Angeles County Public Works, his primary responsibilities included creating technical engineering plans, producing construction cost estimates, securing project funding, and performing accounting on construction projects. He previously worked as a field engineer for a Kiewit Corporation, a Fortune 250 infrastructure general contractor. Jacob planned construction operations, lead labor teams executing work, managed subcontractors and participated in contract bidding. While at the Marshall Business School, he realized that a career in real estate development would enable him to employ his skills to promote equitable and sustainable projects in Southern California. A Cum Laude graduate, Jacob earned his Bachelor of Science in Civil Engineering with an

Applied Mathematics minor from Loyola Marymount University in 2017.

Erik Henriksen – MRED (Full-time)

Prior to enrolling at USC, Erik served as a Senior Project Engineer at Premier Design + Build Group in Irvine, CA, a design build general contractor focusing on industrial warehouse spaces. Erik was responsible for subcontractor coordination, material procurement and project issues for over 10 ground up development projects. With 3+ years of experience, he worked closely with design teams and developers such as Prologis, Caprock Partners, and Amazon to facilitate the construction and delivery of over 2 million square feet of industrial warehouse space and 140 low-income apartment units. Erik received his BS in Construction Management from California Polytechnic State University at San Luis Obispo in 2019.



Michael Hernandez – MRED (Part-time, First-year)

Michael is the Executive Vice President of Real Estate and Development for Inter-Con Security Systems, Inc. In this role, Michael manages the company's real estate interests across the globe through advising the company on their current and future leasehold and fee simple interests. Cumulatively, this accounts for 30+ properties. Additionally, Michael has led the group in acquiring over 800+ acres over his 2.5 years. Prior to this role, Michael spent 8 years with Worthe Real Estate Group where he ran the acquisition, disposition, recapitalization and refinancing process over its portfolio of +5.7M square feet. In addition, Michael also played an integral role in development projects, particularly in the entitlement stage. Over his career, Michael has placed +\$140M of equity with various institutional partners with +\$240M of financing on primarily opportunistic and value-add investments.

Aria Heydayian – MRED (Full-time)

Aria comes from a background in real estate accounting and made the transition into real estate development and management in 2020. He started his career as an auditor for a public accounting firm that specializes in real estate, where he completed financial audits of buildings owned by real estate firms in the San Francisco Bay Area and specialized in reviews of asset acquisitions and disposals. Since then he has been working for his family's real estate firm, where he has worked closely with brokers and partners in search of new investment opportunities, secured roughly \$18 million in financing for property acquisitions and rehabilitation projects, and compiled fixture and appliance packages for various residential development projects. Aria received his Bachelor of Science in Accounting from Saint Mary's College of California in 2017.





Michael Jankiewicz – MRED (Full-time)

Prior to attending USC, Michael spent the past 18 months in the San Francisco Bay Area working for Zapolski Real Estate (ZRE), a boutique real estate development and investment firm. ZRE specializes in ground-up development, value-add and OZ focused investment opportunities. During his time with ZRE, Michael assisted with over \$55M in real estate transactions and helped lead the acquisition and due-diligence process on all current and potential projects. Michael solely conducted all of the firm's underwriting and investment analysis while also assisted on the firm's on-going development projects in both Northern California and North Carolina. Prior to his current role, Michael worked as an analyst for the development team at Brookfield Properties in San Francisco, CA. Michael received his Bachelor's in Economics from the University of Colorado in 2019.

Michael Jurado – MRED (Part-time, First-year)

Michael has over 14 years of experience as commercial general contractor. Since 2007, he has managed over \$100 million in total project value. Michael has experience in tenant improvements and ground-up construction, often working with developers and architects in a design-assist capacity. His building experience includes multi-unit housing, affordable housing, hospitality, industrial (concrete tilt-ups) warehouses, schools, aviation buildings and hangars, media studios, office, and retail. He is a licensed as a general building and general engineering contractor in California. Michael received his Bachelor of Science in Mechanical Engineering from the United States Naval Academy and completed is Master of Business Administration (MBA) from the University of California, Los Angeles (UCLA).



Justin Kim – MRED (Part-time, First-year)

Justin started his career in commercial real estate sales as an Associate at Marcus & Millichap's Downtown Los Angeles office in 2016, specializing in multi-family products. He was awarded the company's Pacesetter Award during his first three months and was nominated as "2018's Broker Nominee" in the Los Angeles Business Journal. After his career in brokerage, Justin joined Pro-Energy Saver as a project manager. He collaborated with multi-family owners, developers, and Metropolitan Water to reduce the overall water usage throughout Los Angeles County in new and existing developments. Now, Justin works with Impact Housing as an Associate Development Manager, where he evaluates and manages their real estate development projects. Justin will graduate from the University of California San Diego in June 2022 with a B.S. in Real Estate Development.

Torey Kiss – MRED (Full-time)

Torey has spent the past five years working at global architecture firms. His work has ranged from civic and cultural projects to international master plan designs throughout Asia and the Middle East. As an architectural designer at 10 Design located in Miami, he oversaw the development and design for a 532,113-sq. meter master plan competition in Incheon, South Korea that successfully secured a winning proposal. He was also part of the Core Design Team for the establishment of a \$2 Billion and 3.1-acre site master plan in Raleigh, North Carolina, which resulted in a winning proposal. Prior to 10 Design, Torey worked as a designer for Perkins & Will, within their Durham, NC office. As part of the lead design team, he ran coordination and oversaw interior design for the \$11.5M, 30,000-sq ft. newly constructed library in Geauga County, Ohio. In 2017, Torey earned a Bachelor of Environmental Design in Architecture from the North Carolina State University, Raleigh.





Kiran Koneru – MBA/MRED (Part-time, Third-year)

Prior to attending USC, Kiran has been working as a Real Estate Principal and Asset Manager with Income Property Investments, overseeing operations and acquisitions/dispositions in its portfolio consisting of hotels and apartments. Kiran's experience includes taking part in the acquisition of 17 Motel 6's, which all closed escrow on the same day, which was the largest single day escrow closing in G6 Hospitality history (subsidiary of the Blackstone Group). Kiran has also taken part in the selling of 15+ hotels which were later exchanged into more than \$75 million dollars of Affordable Housing across 10 states. Other certifications that Kiran holds are Certified Hotel Administrator (CHA), Certified Hotel Owner (CHO), Certified Hotel Industry Analytics (CHIA), National Compliance Professional-Executive (NCP), and Real Estate Broker. Kiran holds BS in Business Administration with a

concentration in Management from San Francisco State University and graduated in 2015.

Aline Mora Diaz – MRED (Part-time, Third-year)

Since 2017, Aline has been a member of the USC Real Estate and Asset Management team. She currently serves as Lease Administrator managing the University's leasing portfolio for Cellular Sites and Distributed Antenna Systems, as well as mineral interests across the country. Aline has been involved in the management and execution of high-level development projects for the University and has taken a key role in managing and marketing for the 1.25 million square foot residential and retail project, USC Village. She also assists University departments in securing leased space throughout California and beyond. Prior to moving to Los Angeles, Aline was one of three pioneers who established a successful new branch of Capital Title of Texas in Fort Worth. She was the company's bilingual closer, escrow officer assistant and business development specialist. Aline graduated with a B.A. in International Marketing from Texas Christian University in 2010.



Sean Myers – MRED (Part-time, First-year)

Sean joins USC working as a principal for Tripeak Development Company, coordinating operations and acquisitions/dispositions for net leased retail value-add investments on a nationwide basis. His responsibilities include sourcing acquisitions, underwriting/financial analysis, contract negotiations (PSAs/tenant leases) and managing due diligence review. He has been directly involved in developments and lease negotiations with national credit tenants including Starbucks, Burger King, The Habit Burger, and Jiffy Lube. Sean began his career at Colliers International working as a Senior Analyst where he underwrote over \$1 billion in retail assets for institutions, REITs, and high net worth investors and supported over \$400 million in transaction volume for the sale of net leased retail properties. He received a B.S. in Business Administration with a minor in Economics

and an emphasis in Finance from Chapman University in 2016.

Tiana Quinones – MRED (Part-time, First-year)

Tiana is a Business Manager at Moore Real Estate Group, a boutique commercial development and appraisal firm located in the Inland Empire that develops and owns commercial, industrial, and residential properties and operates childcare and dog care facilities— a portfolio valued at 50 MM. Since 2017, she has actively participated in the development branch, where she acquired experience in real estate valuations, financial analysis (i.e., preparing pro-formas, project funding, cash flow modeling), due diligence, design, entitlements, as well as construction, project, property, and business management. She earned a Bachelor of Arts in Business Administration with a concentration in Finance Magna Cum Laude from California State University, Fullerton in 2019.





Justin Rappel – MRED (Full-time)

Justin currently serves as Associate Director of Real Estate for Sonder, a tech-forward real estate company disrupting the hospitality industry. He is responsible for all facets of the deal-making process from lead acquisition to lease signing. Prior to joining Sonder Justin worked as a commercial real estate broker focusing on retail and capital markets. As a broker, he closed more than 100 transactions and more than \$300 million in total transaction volume. Justin also has experience in asset management, having worked for a family owned real estate company spanning 2.1 million square feet and more than 700 tenants. Justin graduated from USC in 2010 with a degree from the Price school of Public Policy, where he led the men's water polo team to NCAA championships his junior and senior years.

Spencer Richley – MBA/MRED (Part-time, Third-year)

Spencer is an Acquisitions Associate at J.P. Morgan Asset Management, focusing on West Coast assets of all property types. He invests on behalf of J.P. Morgan's open-ended equity funds as well as separate accounts for public and corporate pensions. In his role, he performs sourcing, underwriting, due diligence, investment committee memorandums, joint venture partnership negotiations, and closing. Prior to joining J.P. Morgan, Spencer was a Director at JLL Capital Markets. He joined JLL as part of the HFF acquisition. During his tenure with HFF/JLL, Mr. Richley contributed to financing and equity totaling over \$3.0 billion. Before HFF, Spencer was an integral part of the acquisitions team at the Bascom Group. He graduated cum laude from Bucknell University with a Bachelor of Science in Business Management and was captain of the Division I water polo team. He is also a member of the NAIOP Young Professionals Group and founder of the Young Leaders in Commercial Real Estate.



Brennan Riddle – MRED (Part-time, First-year)

Brennan's professional experience spans several facets of real estate. Over the past 13 years, he has worked for a loan brokerage firm, a private equity firm with trades valued at over \$6bn, a real estate holding company with a \$120mm asset portfolio, an international wealth management firm, and a real estate development company with assets valued at over \$300mm (current position). Brennan's experience covers a range of disciplines including real estate finance, property valuations, entitlements, construction, dispositions, and investor relations. He has expertise in maximizing the value of varying asset classes from raw, unentitled land to fully built, value-add projects. Brennan founded a fleet asset management company in 2012, Red Peak, Inc., where he has developed administrative and leadership experience concerning organizational structure, licensing, insurance, and taxes. Brennan earned a

bachelor's degree in Marketing from California State University, Northridge in December 2013.

Ben Rifkin – MRED (Part-time, First-year)

Ben moved to Los Angeles from New York in 2017 after graduating from SUNY Binghamton with High Honors in Economics to start his career on the DLJ Real Estate Capital Partners and Claret-West Development team. He assisted with the repositioning of a 100,000sf landmarked office building, and separately, two large scale mixed-use ground up projects containing a combined 1,042 residential units and 130,000sf of ground floor retail, all in various phases of development. Following the completion of these projects, Ben recognized the value in taking a more active role in the management of DLJ's Los Angeles assets and was assigned the role of asset manager. Working with building management across DLJ's portfolio he oversees retail and residential leasing, creates annual operations budgets, and works on selective capital expense projects aimed at improving tenant satisfaction.





Matthew Schwartz - (MRED Part-time, First year)

Matthew graduated in 2015 with a bachelor's degree in International & Area Studies with a concentration in Sustainable Development from Washington University in St. Louis. After graduating he began working for Lincoln Property Company in Nashville, Tennessee where he built an ESG management service. After three years in Nashville, Matthew moved home to Los Angeles and began working for LPC West as a project manager on their Netflix account. He spent almost three years with LPC West at Netflix before starting his own company, RE Wild Management. Matthew returned to Netflix where he is continuing to build office and technical space and has most recently begun building the Ojai playhouse theater in Ojai, California.

David Shaby – MRED (Part-time, Second-year)

After graduating from New York University in 2017 with a Bachelor of Science in Real Estate, David moved home to Los Angeles to work for JLL's National Retail Team. David assisted in the leasing of nine shopping centers, including the remerchandising of the Manhattan Village Shopping Center which underwent a 60,000 square foot expansion and \$200M+ redevelopment. In 2020, David left JLL and co-founded Seismic Retrofit Specialists, a full-service general contracting company specializing in code compliant soft-story retrofits in the Greater Los Angeles area. In addition, David is currently a Senior Associate at NAI Capital in the South Bay office. David specializes in investment sales across various product types and has listed over \$400M in property for sale. When David is not working, he is passionate about aviation, golf, ice hockey, and skiing.



Danielle Simon – MRED (Part-time, Second-year)

Danielle is the Head of Marketplace Strategy at PeerStreet, a Series C Fintech company which has funded over \$4 billion in loans since it was founded in 2013. She is responsible for the financing, pricing, allocation and sale of loans across products and channels. She also leads strategic initiatives and special projects including the development and rollout of new investment offerings, establishment and implementation of strategic partnerships, and the deepening of new and existing institutional relationships primarily by providing data-driven insights and ongoing market research. Previously, she held senior positions in Asset Management at Payden & Rygel and AllianceBernstein, where her most recent roles were as a senior investment analyst covering the energy sector across US and international debt markets. Danielle received her Bachelor of Arts in Economics, *magna cum*

laude, from Washington University in St. Louis in 2011, and is a CFA charterholder.



Loren Smith – MRED (Part-time, First-year)

Loren is currently Vice President of Asset Management at Park Street Partners, a private equity real estate firm that acquires & repositions multifamily properties across the country. He's responsible for the implementation of the value-add strategies for each property & is currently positioning the PSP portfolio for a profitable exit. He previously worked as an Associate at Lippnik & Son Construction, a custom home builder in Newport Beach. Loren graduated with a BS in Business Management from Brigham Young University-Idaho in 2017. In the coming year he will be accepting a position as COO at Evergreen Capital.





Troy Tettleton – MRED (Part-time, Second-year)

Troy is Development Manager with Lendlease Development, helping lead the entitlement, construction and leasing efforts for a market leading mixed-use campus (250,000sf experiential office and 260 mixed income apartments) in the Culver market at 3401 S La Cienega, as well as growing Lendlease's West Coast presence. Prior to Lendlease, Troy worked as a Vice President for McCarthy Cook & Co, a regional commercial real estate investor and developer. The firm specializes in value-add and opportunistic investment opportunities, leveraging its vertically integrated operating arm to drive value and maximize returns. Troy's experience included Lumen West LA, a \$500M adaptive re-use Class A+ office project in the heart of Sawtelle. He managed and supported the project from concept design, through entitlements, GMP execution, construction financing, and leasing, while

managing the proforma throughout. He is a returning Trojan, having earned his BS in Business Administration from the Marshall School of Business in 2013.

Steven Vasquez – MRED (Part-time, Second-year)

Steven is a Development Manager at Primestor Development, Inc. He manages development and pre-development responsibilities for commercial retail and mixed-use properties in the portfolio. His main duties include project planning, budgeting, and construction management for specific ground-up developments. Prior to being a Development Manager, he was an Asset Manager at Greenbridge Investment Partners, a full-service commercial real estate firm that specializes in the acquisition, management, and redevelopment of value-add and core-plus office, retail, and specialty properties located in Southern California and Seattle, WA. Steven received his Bachelor of Arts in Economics from California State University of Northridge in 2014.



Felix Vollrath – MRED (Part-time, Second-year)

Felix is an Assistant Vice President of Acquisitions at Rexford Industrial, a publicly traded Real Estate Investment Trust focused on owning and developing industrial properties throughout Southern California. During his five-year tenure at Rexford, he has been responsible for acquiring over 3 million square feet of industrial real estate with a value in excess of \$1 billion. He currently leads Rexford's investment activities in the LA South Bay submarket, which includes the sourcing, underwriting, and closing of new investment opportunities. Felix is a graduate of the Copenhagen Business School and holds a Bachelor of Science degree in International Business in Asian Markets. Felix grew up in Europe and has previously worked and lived in China, Germany, and Denmark.

Grace Zheng – MRED (Full-time)

Prior to USC, Grace was a Senior Associate and Project Manager at PBR HAWAII & Associates, Inc., an interdisciplinary entitlement and permitting, land planning, and landscape architecture firm. As a licensed landscape architect in Hawaii with over a decade of professional experience, Grace has guided complex commercial projects from concept design through community engagement, public agency approvals, cost estimation, value engineering, bid negotiations, and construction administration. Most recently, she was the Project Landscape Architect for a \$250M luxury resort renovation on Kauai and for a \$130M retail and multi-family rental housing project on Oahu. Grace also co-founded Better Block Hawaii, a placemaking non-profit organization in Honolulu and lectured part-time at the University of Hawaii: Manoa's School of Architecture. From Cornell University, she earned Master of Regional Planning and Master of Landscape Architecture degrees in 2013 and graduated magna cum laude with a BS in Landscape Architecture in 2007.

