

Student Profiles 2021-22

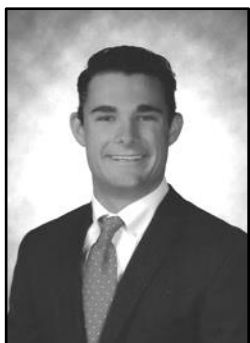


Marc Balian – MRED (Part-time, Second-year)

Marc graduated with a bachelor's degree in Construction Management from Boise State University in 2017. Upon graduation, he returned back to my hometown, Pasadena, and continued working for his family's real estate development company, Toledo Homes, Inc. the firm specializes in high-end multifamily residential and mixed-use projects in and around Pasadena. He started with this company during the summer before the 8th grade. Back then he was filing and photocopying; today, Marc is a project manager for three projects which include 88 residential units. Marc looks forward to using the skills learned and relationships built in the MRED program to propel himself towards his career goals.

Louis Benedict – MBA/MRED (Full-time, Second-year)

Before attending USC, Louis worked as a Senior Equity Research Associate covering 17 healthcare and multifamily Real Estate Investment Trusts at Capital One. His primary responsibilities included building financial models, creating granular earnings estimates, identifying impactful market and company data trends, ideating and executing unique primary research, and communicating research views to institutional investors and company management. Louis previously worked as an Analyst on the food distributors and restaurants equity research team at Goldman Sachs. Louis earned the Chartered Financial Analyst (CFA) designation in 2020 and received a Bachelor of Arts in Economics from George Washington University in 2016.



Andrew Boukather – MRED (Part-time, First-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 30MM of real estate over the course of his two-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, Second-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.



Vivian Chaing – MRED (Part-time, First-year)

As founder and President of Property Concierge, a Los Angeles-based full service real estate brokerage and property management firm, Vivian's focus is maximizing value for her team, clients, and capital partners by developing integrated marketing programs, employing a creative and thoughtful approach to the real estate transaction process, identifying and executing improvement opportunities, and maximizing ROI. Vivian began her career as Broker Associate at Keller Williams Realty, one of the largest and most notable real estate agencies in the country. As a result of her client-focused commitment, she was awarded Rookie of the Year honors in 2016 for most units and volume sold, and KW Culture Awards winner in 2019. Vivian completed her undergraduate education at Loyola Marymount University with a B.S. in Business Administration with an emphasis in Management.



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

Kyle is a Senior Associate 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.

Justin Cua – MRED (Full-time)

Justin is a licensed architect that has 8 years of experience designing and managing office and multi-family developments, totaling to over \$1B in construction budgets. Prior to attending USC, Justin was the Studio Director for West of West, where he oversaw operations for the LA office and managed the entitlements, design, and construction for various commercial projects. His responsibilities included business development, marketing, project management, contract negotiations, and design quality oversight. Before West of West, he was a Project Designer at RIOS, where he was vital in winning multiple AIA awards and led the design for a 2.2M square foot ground up development in San Francisco. He guest lectured at the University of Oregon and was an invited studio critic at UCLA and Woodbury University. Justin holds a Bachelor of Architecture degree from Cal Poly SLO and is an active member the Urban Land Institute.



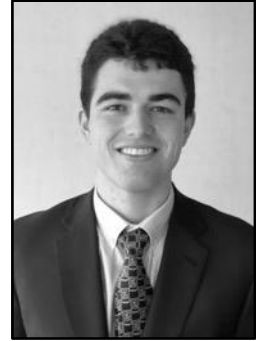
Javier De Leon – MBA/MRED (Full-time, Second-year)

Javier De Leon holds a Law degree from Universidad Iberoamericana, Mexico City and has over 6 years of experience in real estate transactions in Mexico. He began his career at a boutique transactional law firm and then switched to Greenberg Traurig's real estate practice. Finally, he transitioned to lead the legal side of acquisitions at Thor Urbana, Thor Equities Group, a real estate investment and development company. Throughout these roles, Javier has led teams of local and foreign attorneys who specialize in M&A, project finance, capital markets and tax law across the real estate investment lifecycle. Concurrent to his studies at USC, Javier is interning as an acquisitions associate at Cirrus Real Estate Partners, a New York firm that focuses on distressed real estate investing. Upon graduating, Javier intends to leverage his MBA/MRED experience to broaden his scope from legal to finance in

the industry.

Chris DiNapoli – MRED (Full-time)

Chris has spent the past three and a half years in the San Francisco Bay Area working on the Jones-Saglimbeni team of Institutional Property Advisors (IPA), a platform specializing in multifamily investment sales in the Bay Area. During his time with IPA, Chris supported over \$1.2B in multifamily transactions and recapitalizations across 19 properties, performing key functions such as BOV and OM production, buyer Q&A, and due diligence management. As a senior analyst, Chris was the point person on a multitude of BOV pitches to institutional investors that included property valuation, SWOT analysis, PowerPoint presentations, and marketing and positioning strategy recommendations. Chris also worked directly with software engineers and Senior VPs of IPA to help finalize a new companywide financial analysis tool. Chris graduated from Santa Clara University in 2017, earning a Bachelor's Degree in Political Science.



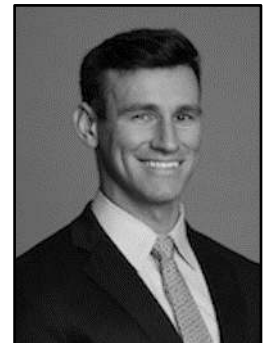
Stephen du Toit – MRED (Part-time, First-year)

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.

LT John G. Frnka – MBA/MRED (Part-time, Third-year)

John Frnka served 6 years in the United States Navy as a Nuclear Submarine Officer. During his service, John was responsible to the Commanding Officer for tactical operations planning, risk management, program execution, and process improvement of the \$2.5B submarine, nuclear reactor plant, and over 150 personnel. John is completing an internship during the summer of 2021 as an investment analyst for CT Realty to contribute to their industrial real estate development portfolio. John graduated with a BS in Mechanical Engineering from the University of Texas at Arlington.



Jorge Gamez – MBA/MRED (Part-time, Third-year)

Prior to, and while attending USC, Jorge Gamez worked in commercial real estate finance as a Senior Vice President for Citi Private Bank, specializing in providing debt financing for Ultra High Net Worth Individuals and Family Offices for stabilized and bridge properties across the U.S. Prior to joining Citi, Jorge spent seven years with CIT Bank, N.A., primarily providing non-recourse bridge and construction financing to institutional investors and national operating companies on over \$2 billion in commercial real estate throughout the Western United States. Notable projects Jorge has financed include the 1,200 room Hyatt Regency in Seattle, Circa in Downtown Los Angeles, and Shift Apartments in Downtown San Diego. Jorge graduated with a BA in Economics, a BA in American Literature & Culture, and a Spanish Minor from UCLA.

Matt Grace – MRED (Full-time)

Matt has spent the past eleven years playing baseball professionally with Washington Nationals and Arizona Diamondbacks organizations. During his 6 years at the Major League Baseball level, he was a part of teams that won the National League East Title in 2016 and 2017 and a World Series Championship in 2019. He led the Nationals in pitching relief appearances in 2018. Matt developed an interest in real estate through observing the development of the Navy Yard area in Washington, D.C. He looks to further this interest and transition to a career in real estate development. Matt graduated from UCLA with a BA in Political Science/International Relations in 2012.

**Gary Gong – MRED (Full-time)**

Prior to attending USC, Gary had worked at a Houston-based Family Office that focuses on retail shopping centers and residential development. During this time, he was involved in retail property management, residential land acquisition and sourcing foreign capital. In 2017 Gary moved to California and began his venture into entrepreneurship by becoming a franchisee of a national bakery chain. Currently Gary works as an analyst at Altus Group providing appraisal and analytic services to various real estate funds. Gary graduated with honors from University of Texas at Dallas in 2010, earning a BS in Finance and a BS in Accounting. He also earned a Master of Liberal Arts, Management degree from Harvard Extension School in 2017.

Keith Griffin – MRED (Full-time)

Prior to attending USC, Keith spent three years at Artimus Construction Group, a multifamily builder and owner-operator in Manhattan. As a Project Coordinator, Keith led the permitting and occupancy processes for five ground-up projects totaling 1400 new units in Manhattan, Queens and the Bronx. Fluent in building, zoning and housing codes, Keith also directed regulatory compliance for the 2500+ units under the management arm of Artimus. Keith graduated from Bucknell University in 2017 with a triple major in Economics, Political Science, and History, and earned his LEED GA designation in 2020.

**Joshua Gonzalez – MRED (Part-time, First-year)**

Joshua is currently a director in retail operations and a board member for Northgate Gonzalez Markets/Real Estate. His responsibility as a director is leading a team of 220 associates at the flagship/incubator store with annual sales of \$30,000,000. 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 led fresh-format new store concept development 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.



Jake Griffith – MRED (Full-time)

Jake has six years of multifaceted commercial real estate experience and is currently an asset and project manager for Mission Commercial Properties, a boutique real estate firm located in San Juan Capistrano, CA. Mission Commercial Properties manages over 300,000 square feet of local commercial space that encompasses multiple property types, including office, retail, and hospitality. From 2015 to 2020, Jake was the project manager for the ground-up development of a 93,000 square foot luxury boutique hotel under Marriott International's "Autograph Collection" brand. As project manager, he gained valuable experience in due diligence, financing, design, entitlement, construction and development management, and ownership representation. He is also involved in the community and is a board member of the San Juan Capistrano Chamber of Commerce. Jake graduated from

the University of San Diego in 2015 with a Bachelor's Degree in Economics and a double minor in Real Estate and Philosophy.

Corey Hebert – MRED (Full-time)

Prior to USC, Corey had been part of the Los Angeles office of the real estate and economic development consulting firm HR&A Advisors since 2019. While at HR&A, Corey focused on financial feasibility analysis, development strategy, and market research. In Los Angeles, he has worked on projects ranging from economic and fiscal impact modeling for a stadium development, to development feasibility analyses for residential additions at flagship retail centers, to the formulation of an incentive zoning community benefits system for the Los Angeles Department of City Planning. Corey graduated from Brown University in 2019 with a bachelor's degree in Urban Studies, concentrating in Urban Planning and Economics. During the summers going into his junior and senior years, Corey worked as a Development Intern for Unibail-Rodamco-Westfield in Los Angeles, where he conducted market and financial analyses to support multifamily additions to URW's flagship West Coast centers.



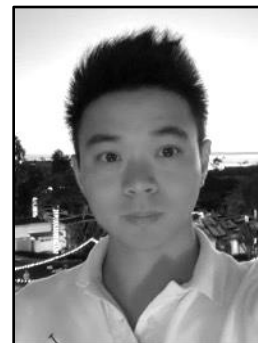
Daniel James – MRED (Full-time)

Daniel worked as an Acquisitions Analyst at Prime Group where he participated in the acquisitions of large multifamily assets in major west coast urban markets. He underwrote potential acquisitions, including analysis of value-add capital improvements and financing options. He performed site inspections and managed the due diligence process using in-house and outside consultants. He created original demographic market research reports. He presented his analysis to the executive board and the asset management and operations teams. Prior to working on acquisitions, Daniel worked in several facets of multifamily property management. He worked in the leasing, accounting, and facilities departments of one of the largest apartment communities in the United States, Park La Brea Apartments. Prior to Prime, Daniel worked for IMCA Capital and as a self-employed entrepreneur. Daniel

graduated from the University of Pennsylvania in 2014 with a major in Urban Studies and a minor in Mathematics.

Leo Ji – MRED (Part-time, Second-year)

Prior to attending USC, Leo worked for UNIS, a logistics company, where he led projects with large companies like Hyundai, Vizon and Cosco shipping, developing strategies to create better supply chain solutions. Next Leo became chief manager at UNIS' sister company, Cubework, which provides on-demand warehousing & office solutions. Within 10 months, Cubework expanded from one warehouse to 15 warehouses in 5 states and an annual revenue of \$20 million. Leo has also gained valuable leadership and operations experience through his two-year MBA program at UCR and as an entrepreneur running his retail bakery business. Meanwhile, Leo keeps his focus on real estate opportunities by investing in apartments near USC, developing Condos, and managing multiple commercial properties. Leo plans to continually advance in real estate as portfolio manager for RedBridge-Union, a privately-held investment company focusing on the multifamily & student housing sector; he will also pursue coworking warehouse projects and land development in China and the U.S.



USC Dollinger Master of Real Estate Development
Student Profiles 2021-22



Jack Kirkpatrick – MRED (Full-time)

Prior to attending USC, Jack was a Senior Associate for Red Hook Capital Partners, a social impact real estate development firm specializing in the education sector. His responsibilities included financial modeling, investor relations, business development, and client management. Jack worked with the finance and development teams to ensure projects were properly handled from acquisition to disposition. Since joining in 2018, he managed \$165 million of held assets and assisted with the disposition of assets totaling more than \$90 million. Jack previously worked in real estate development, debt financing, and brokerage. Jack received his Bachelor of Science in Business Administration with an emphasis in Real Estate Finance from the University of Southern California.

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.



Max Lehrman – MRED (Full-time)

Prior to USC, Max served as the Vice President of Lehrco Corporation, a private Washington D.C. based retail real estate investment and management company. His primary responsibilities included overseeing all aspects of asset management for the firm's 1.1 million square feet of grocery anchored shopping centers. Prior to working at Lehrco, Max was a Vice President at George Smith Partners. At GSP, Max originated over \$100,000,000 of real estate capital markets transactions for real estate projects nationwide, while also assisting in an additional \$600,000,000 of transactions. Prior to that, Max worked as a leasing and investment sales associate at BRC Advisors. Max received his BA in History from Amherst College in 2015.

Nicole McDonnell, MAI – MRED (Full-time)

Nicole joins USC as an MAI designated appraiser with valuation expertise in a variety of commercial asset classes. Prior to attending USC, Nicole worked as a Director of the Boston office for Joseph J. Blake and Associates, a commercial real estate valuation and consulting firm. During her seven years at the firm, Nicole prepared hundreds of valuation reports for properties throughout New England and was routinely selected to handle the most complex valuation assignments, such as those involving litigation support, permanent easements, going-concerns, and LIHTC properties. Nicole is currently on the Board of Directors for the Massachusetts Rhode Island and Maine Chapter of the Appraisal Institute and also holds a Certified General Appraisal License in Massachusetts, New Hampshire, and Maine. Nicole earned a Bachelor of Business Administration and a Bachelor of Arts in Economics from the University of Massachusetts Amherst in 2014.



USC Dollinger Master of Real Estate Development
Student Profiles 2021-22



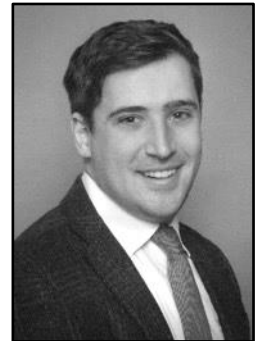
Aline Mora Diaz – MRED (Part-time, Second-year)

Since 2017, Aline has been a member of the USC Real Estate and Asset Management team. She currently serves as a Project Specialist 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.

Sam Neumark – MBA/MRED (Part-time, Third-year)

Sam is an Associate at Marcus & Millichap, with a focus on the Manufactured Housing Sector. With a specialty in mobile home communities, RV Resorts and ground-leased properties across the West Coast, Sam actively advises clients regarding their individualized investment strategies. In the past year, Sam has represented clients on \$77m+ of Manufactured Housing deals across California, Washington, Oregon and Arizona. Sam has actively invested in multi-family and manufactured housing real estate in the last five years through various syndications, and recently, Sam has dove into the shoes of an owner/operator, having purchased his own mobile home park in Ferndale, Washington. Sam holds a BS in Finance from the University of Maryland.



Chris Norhadian – MRED (Full-time)

Since graduating from USC with a major in Business Administration and a minor in Real Estate Development, Chris has dedicated nearly six years to procuring, negotiating, and executing retail leases on behalf of Primestor Development and Unibail-Rodamco-Westfield. At Primestor, the organization relied on Chris' ability to identify and develop relationships with thriving merchants that would amplify the surrounding underserved neighborhoods through an elevated merchandising mix. Asset types ranged from a free standing pad, to street retail, to a grocery anchored shopping center. At Westfield, Chris balanced his time between providing creative long-term solutions for chronic vacancies and transacting with relevant "non-mall" food and beverage, retail, and health and wellness operators. Through his time at Primestor and Westfield, Chris was involved in over 125 deals.

Cara O'Brien – MRED (Full-time)

Cara joins USC with a background in architecture and urban design and is an advocate for inclusive zoning, housing diversity, and walkable urban neighborhoods. She began her career with Urban Design Associates in Pittsburgh, PA, where she worked on design projects across the United States and internationally that include mixed-use master plans, transit-oriented developments, urban infill projects, and mixed-income communities. In 2019, Cara was part of the team for a proposal that was awarded a \$30 million Choice Neighborhood Implementation Grant for neighborhood revitalization in The City of Winston-Salem. Cara later joined Kronberg Urbanists + Architects in Atlanta, GA, where she led urban design efforts focused on site feasibility studies, missing middle and naturally occurring affordable housing, and community infill projects. Cara is pursuing her AICP certification and graduated with her Bachelor of Architecture from the University of Notre Dame in 2017.





Ivan Prochko – MRED (Full-time)

Ivan joins USC as a real estate veteran with 15 years of experience in residential and commercial real estate brokerage in New York City and California. He led powerful teams at City Connections Realty and Keller Williams New York City. Ivan is also the sole principal of the real estate consulting firm IP Advisors LLC. Since 2005, Ivan has transacted over 500,000 SF of real estate. Like many in real estate, he has a nontraditional career path and diverse skill set. Before working in real estate, Ivan photographed advertising campaigns and celebrities for magazines that included Angelino and New York Magazine. Ivan will graduate with distinction in May 2021 with a B.A. in Finance from California State University of Fullerton's College of Business and Economics. Ivan is also a member of the CSUF Real Estate Association and the International Council of Shopping Centers.

Nico Rallis – MRED (Full-time)

Prior to attending USC, Nico worked in property management for Security Properties in Seattle WA, a national multifamily investment and property management company. Nico completed the lease up of a brand new multifamily development project in the Seattle metropolitan area. In addition, he was tasked with overseeing the leasing process of stabilized and distressed properties in the Seattle and Nashville markets. Previously, Nico worked as a commercial real estate broker for Marcus & Millichap in Seattle, focusing on Net Leased Retail Investment properties. Nico successfully facilitated the acquisition and disposition of 16 commercial properties in nine different states for over \$26,000,000. Nico received his BS in Business Administration from USC in 2014.



Murtuza Razavi – MRED (Full-time)

Prior to attending USC, Murtuza worked as a development manager for Greystar's multifamily development group based out of Orange County. In his five years at Greystar, he managed the development of over \$500M of projects consisting of 1,000 high-rise and podium units along with over 45,000 square feet of retail. His primary responsibilities included feasibility analysis, project management of land use, design, and engineering consultants, project permitting, construction management, lease-up, and project close out. Prior to his time with Greystar, Murtuza spent three years raising debt and equity for real estate developers at George Smith Partners and Newmark Knight Frank in Los Angeles. He underwrote and placed over \$500M of joint-venture equity and construction loans across all asset types. Murtuza received his Bachelor's in Business Administration from the USC Marshall School of Business in 2013.

USC Marshall School of Business in 2013.

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

Spencer is a Director in the Los Angeles office of JLL Capital Markets. He joined JLL as part of the HFF acquisition and has more than 5 years of industry experience. Mr. Richley specializes in both institutional-grade and middle-market assets and developments across North America. During his tenure with HFF, Mr. Richley has contributed to the permanent, bridge, construction, mezzanine financing and joint venture equity partnerships of industrial, multifamily, office, retail, hospitality, self-storage, land, and data center assets totaling in excess of \$3.0 billion. Prior to joining 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.



USC Dollinger Master of Real Estate Development
Student Profiles 2021-22



Christopher Schade – MRED (Full-time)

Prior to attending USC Chris was a member of the acquisitions team at Ziff Real Estate Partners, an owner, operator and developer of retail, self-storage, and flex industrial properties based in Charleston, South Carolina. In his role at Ziff Chris has underwritten and performed due diligence on a diverse pipeline of acquisitions including unanchored neighborhood strip-centers, ground up self-storage developments and multi-building flex industrial parks. Prior to Ziff, Chris was an Associate at Goldman Sachs based in their NY office, specializing in high yield and distressed corporate loans. He received his Bachelor of Science from the University of Virginia's McIntire School of Commerce in 2015 with a concentration in Finance.

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

After graduating from New York University with a Bachelor of Science in Real Estate, David moved home to Los Angeles to work for JLL's National Retail Team. While at JLL, David assisted in the leasing of shopping centers, totaling over 5.5 million square feet of gross leasable area. Most notably, David was instrumental in the remerchandising of the Manhattan Village Shopping Center, which underwent a 60,000 square foot expansion and \$200M+ redevelopment. After departing JLL, David moved to NAI Capital where he transitioned his focus to industrial real estate brokerage in the South Bay. While at NAI, David co-founded Seismic Retrofit Specialists, a full-service general contracting company. Seismic Retrofit Specialists provides retrofit services bringing multi-family and commercial buildings in the Greater Los Angeles area into compliance with mandatory seismic building codes. When David is not working, he is passionate about aviation, golf, ice hockey, and skiing.



Daniel Shuman – MBA/MRED (Full-time, Second-year)

Prior to attending USC, Daniel was a Vice President with Cresa in the downtown Los Angeles office. Cresa is an international corporate real estate advisory firm that exclusively represents tenants in real estate transactions. Daniel solely focused on providing real estate services to occupiers of office, industrial and retail space. While at Cresa, Daniel negotiated over 100 transactions on behalf of his clients, ranging in size from 1,000 to 200,000 square feet. A select list of his clients included: Ruth's Chris Steak House, The Guardian Life Insurance Company of America, CORT Furniture Rental, Skanska USA, and Petco Animal Supplies Stores. In 2012, he graduated from the University of Arizona as a triple major, having studied Business Economics, Psychology and Philosophy.

Danielle Simon – MRED (Part-time, First-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.





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

Troy is a Senior Associate 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 has enjoyed a true “ground-up” experience with his hallmark project being Lumen West LA, a \$500M adaptive re-use Class A+ office project in the heart of Sawtelle. He has managed and supported the project from concept design, through entitlements, GMP execution, and construction financing, while managing the proforma throughout. He continues in a leasing and marketing capacity, while managing the construction process, among other duties across the McCarthy Cook portfolio. He is a returning Trojan, having earned his BS in Business

Administration from the Marshall School of Business in 2013.

Adam T. Todd – MRED (Part-time, Second-year)

Since 2015, Adam has been a Director at Cumming Management Group, a privately held Construction Advisory firm focused on Cost, Project Management, Construction Management, and Commissioning services to clients across the globe. At Cumming, Adam serves in an operations role in their Energy & Sustainability division with experience providing a range construction and energy related advisory services in sectors such as Transportation, Education, and Hospitality, among others. He specializes in construction consulting services, energy performance management, and renewable energy services, with \$115 million in capital projects installed since 2017. Adam hold a degree in Sociology from Arizona State University and an academic certificate in Construction Management from UCLA. He is currently in the process of pursuing his CMA designation.



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

Steven is an Asset Manager at Greenbridge, a full-service commercial real estate firm that specializes in acquisition, management, and redevelopment of value-add and core plus properties. Steven oversees a 1.5M square foot portfolio valued at over \$450M. It consists of office, retail, and specialty properties located in Southern California and Seattle, WA. During his eight years at Greenbridge, his experience includes negotiating leases totaling over 200k square feet, property management, investor relations, acquisitions, refinances, and dispositions. Steven’s main duties include managing the approval process, financial analysis, construction management, and leasing implementation that is associated with each property’s business plan. He has represented ownership in Planning Commission hearings and neighborhood council meetings for condition use permits. Steven received his

Bachelor of Arts in Economics from California State University of Northridge in 2014.

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

Felix is a Manager 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 2.8 million square feet of industrial real estate with a value in excess of \$500 million. He currently leads Rexford’s investment activities in the Greater 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.



**Teng Zhang** – MRED (Part-time, Second-year)

Prior to attending the MRED program, Teng was the founder and managing partner at Tengda Capital Partners, which is a private equity company focusing on real estate investment, development, and management. At Tengda, Teng dedicated on communicating with existing and potential equity investors, conducting land acquisitions and negotiations, overseeing project design and permitting process. Since the company founded in 2017, his company has raised over \$10M in equity and invested in multiple development projects in the LA region, including multifamily condominiums, student housing apartments, custom design single-family homes, and a 106 units adaptive reuse project in downtown Long Beach. He and his company seek to strengthen communities through well-designed developments and provide superior risk-adjusted returns to investors. Teng received his

Bachelor's degree in Finance from Purdue University in 2017, and his Master's degree in Urban Planning from USC in 2020.