

EXPERIENCE

SPI Holdings, LLC

San Francisco, CA
2019-current

Vice President, Acquisitions & Asset Management

- Identify & negotiate potential new acquisitions nationally, with focus on multifamily and commercial assets.
- Management oversight of West Coast and New York portfolios of 1200 units among 14 multifamily properties.

L37 Development Co.

San Francisco, CA
2016- 2018

Acquisitions & Development Manager,

- Led disposition of completed office development project at \$49m.
- Acquired 2 projects with combined value of \$30.2m (value-add industrial mixed-use building, & raw land for SFH development) at superior pricing to market; managed all potential acquisitions via active monitoring of markets, and sourcing off-market deals. Coverage included all San Francisco Bay Area markets and Los Angeles.
- Project manager for site entitlement & environmental review processes of 86-unit SFH development (2.2 acres) in San Francisco, managing architecture, design, political, and financial consultants throughout development process.

Polaris Pacific

San Francisco, CA
2015- 2016

Land Sales Associate

- Real Estate Development Advisory & Land Brokerage: lead associate to 9 mixed use development projects together valued approximately \$367m; Created sales driven financial modeling & analysis, created investment marketing & memos, synthesized disparate information (land use, financial analysis, maps, macroeconomic).
- Complex Transaction & Negotiation Management: Negotiation project manager, managed digital “war rooms” for complex negotiations, created ad hoc data visualizations/financial analysis to support decisions, organized and summarized due diligence materials.
- Geographic focus on downtown Oakland & San Francisco, with coverage of all Bay Area markets. Asset type focus on urban infill multifamily entitlements, pre-development sites.

Chris Foley

San Francisco, CA
March 2014-2015

Project Manager

Managed daily operations and on-going processes for many projects, including but not limited to:

- *The Market on Market* – grocery store / food hall; wrote business plan to secure bank loan; managed loan processes (with East West Bank and EB-5 partner), managed operations during store launch, oversaw entitlement work for future locations.
- *Saint Joseph’s Church* – office development site; managed large group of contractors and consultants through entitlement & tax credit application; negotiation terms with construction partner; property management.
- *United Playaz Building Purchase* – nonprofit community group; negotiations with landlord to assist in purchase of building, coordinated fundraising campaign.

Explosion-Proof Magazine

Brooklyn, NY
2010-2013

Founder, Editor-in-Chief

- Literary periodical distributed nationally by Ingram and Barnes & Nobles; published quarterly exclusively in print-form.
- Host of many lectures & readings including the New York Public Library (“The Internet and the End of Literature”), Brooklyn Book Fair (panel “Best of the New”), and others.
- Published essays, poems, interviews of such writers as Michael Chabon, Matthew Dickman, Thomas Doyle, Stephen Elliott, Rivka Galchen, Keith Gessen, John Hennessy, Ben Lerner, Mona Simpson, Lonnie Thompson, Justin Torres, Deb Olin Unferth, Charles Yu, Matthew Zapruder, among others.

EDUCATION

Columbia University
New York, NY

BACHELOR OF ART - 2012

Major: English Literature; Concentration: European History
Activities: Philolexian Club, Society of Minerva, Ski Team
Honors: *Cum Laude, Dean's List*

VOLUNTEER / AFFILIATIONS

**SoMa West
Community Benefit
District**

San Francisco, CA
2018-present

Vicechair, Board of Trustees

- Founding member of committee that successfully incorporated the Community Benefit District. During formation process, directed all election outreach.
- Chair of Nominations Committee, responsible for identifying and electing new Trustees

**Urban Land
Institute**
San Francisco, CA
2015-present

Young Leaders Group, Steering Committee & Liaison to Policy & Practice Group

- Programs dozens of events annually for the Young Leaders Group, collectively responsible for \$100k annual revenue.
- Coordinate joint programs between Policy & Practice and

PARTIAL DEAL HISTORY

Deal Name	Role	Value	Description
1301 Folsom St San Francisco	Principal (Acquisition)	\$13.5m	36,000 SF industrial asset acquired for value-add strategy (office conversion, repositioning). At time of purchase, ~\$75psf under market.
770 Woolsey St San Francisco	Principal (Acquisition)	\$7.5m	Raw land site for development of 86 single-family homes over 2.2 acres.
340 Bryant St San Francisco	Principal (Disposition)	\$49m	Office & Industrial asset ~48,000 SF; sourced Buyer; managed negotiations & transaction.
625 15th Street Oakland	Broker (Sell-side)	\$7m	144-unit entitled multifamily land development site.
150-55 4 ⁺ Street Oakland, CA	Broker (Sell-side)	~\$23m	330 unit entitlement in Jack London Square, Oakland. Buyer: Carmel Partners
The Creamery (280-294 Townsend St + 665 4th St) San Francisco	Broker (Buy- & Sell-side)	~\$51m	800+ units, assemblage of 4 parcels. Mixed representation of Buyer & Seller across the assemblage. Client: Tishman Speyer
Hunters View, San Francisco	Broker (Sell-side)	~\$4.5m	Public-private partnership joint venture, approximately ~800-units. Client: City & County of San Francisco in sourcing joint venture partner (City Ventures) for the market rate portion of project.
2177 3rd St San Francisco	Broker (Sell-side)	~\$20m	109-unit entitled condominium TOD. Client: JP Morgan & Align Real Estate.
5880 3rd St San Francisco	Broker (Sell-side)	~\$64m	136-unit multifamily pre-sale, modular construction sold during construction, closing upon TCO, sold to institutional capital & multifamily operator. Client: Holliday Development
12 th & Otis San Francisco	Broker (Sell-side)	~\$45m	~450-unit multifamily assemblage, land transaction structure tied to specific entitlement milestones. Transactions were combination of land option & short closes. Client: Equity Residential
790 Pennsylvania San Francisco	Broker (Sell-side)	~\$50m	~250-unit unentitled multifamily TOD. Client: Vanke.