

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. [img alt="redacted box"]
- 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   | Closed        |
|--|----------------------------|---------|---|---------------|
| 1301 Folsom St<br>San Francisco                                  | Principal<br>(Acquisition) | \$13.5m | 36,000 SF industrial asset acquired for value-add strategy (office conversion, repositioning). At time of purchase, ~\$75psf under market.  | Dec<br>2017   |
| 770 Woolsey St<br>San Francisco                                  | Principal<br>(Acquisition) | \$7.5m  | Raw land site for development of 86 single-family homes over 2.2 acres.   | Oct<br>2017   |
| 340 Bryant St<br>San Francisco                                   | Principal<br>(Disposition) | \$49m   | Office & Industrial asset ~48,000 SF; sourced Buyer; managed negotiations & transaction.  | Aug<br>2017   |
| 625 15th Street<br>Oakland                                       | Broker (Sell-side)         | \$7m    | 144-unit entitled multifamily land development site.  | Jan<br>2017   |
| 150-55 4 <sup>th</sup> Street<br>Oakland, CA                     | Broker (Sell-side)         | ~\$23m  | 330 unit entitlement in Jack London Square, Oakland. <b>Buyer: Carmel Partners</b>  | Apr<br>2016   |
| The Creamery (280-294 Townsend St + 665 4th St)<br>San Francisco | Broker (Buy- & Sell-side)  | ~\$51m  | 800+ units, assemblage of 4 parcels. Mixed representation of Buyer & Seller across the assemblage. <b>Client: Tishman Speyer</b>  | 2016-<br>2017 |
| Hunters View,<br>San Francisco                                   | Broker (Sell-side)         | ~\$4.5m | Public-private partnership joint venture, approximately ~800-units. <b>Client: City &amp; County of San Francisco</b> in sourcing joint venture partner (City Ventures) for the market rate portion of project. | 2016-<br>2017 |
| 2177 3rd St<br>San Francisco                                     | Broker (Sell-side)         | ~\$20m  | 109-unit entitled condominium TOD. <b>Client: JP Morgan &amp; Align Real Estate.</b>  | Dec<br>2016   |
| 5880 3rd St<br>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. <b>Client: Holliday Development</b>                       | Jun<br>2016   |
| 12 <sup>th</sup> & Otis<br>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. <b>Client: Equity Residential</b>            | 2016-<br>2017 |
| 790 Pennsylvania<br>San Francisco                                | Broker (Sell-side)         | ~\$50m  | ~250-unit unentitled multifamily TOD. <b>Client: Vanke.</b>   | Mar<br>2016   |