

Jay Yee

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Work Experience

CIT – Real Estate Finance

New York, NY

Assistant Vice President

Sep 2019 – Present

- Provide underwriting on over \$1.0Bn in senior secured commercial real estate mortgages collateralized by single- or portfolio-level assets of up to \$50MM and syndicated transactions of up to \$100MM
- Conduct in-depth analysis on property level financial statements and create projections on future property performance by analyzing market data and speaking with local appraisers
- Develop relationships with counterparty teams to ensure borrower business plan and underwriting are well-understood and meet credit standards
- Prepare credit memorandums detailing transaction, market, and borrower for senior management
- Lead due diligence process with loan closing team and legal counsel from execution of term sheet through closing of transaction

Wells Fargo - Real Estate Capital Markets

San Francisco, CA

Senior Credit Analyst

Mar 2017 – Aug 2019

- Underwrote and managed over 50 non-recourse, balance sheet mortgages totaling \$1.5B
- Developed pro-forma models and ensured key financial metrics (LTV, DY, DSCR, etc.) on single- and portfolio-level loans between \$10-\$150MM were in-line with credit standards and risk appetite
- Prepared and presented 30-page credit memos to senior management and credit committee
- Aggregated market research data including rental rates, vacancy, absorption, and sales comp
- Reviewed operating statements, budgets, borrower financials, and third-party valuations to analyze viability of borrower business plans as well as administer advances, major lease reviews, loan extensions, and other trigger events in line with loan documents

Pluris Valuation Advisors

San Francisco, CA

Commercial Real Estate Valuation Analyst

Sep 2016 – Dec 2016

- Assisted in the valuation of real estate and intangible assets in HF and PE portfolios, LPs, and LLCs
- Created valuation models for over \$100MM of minority interest in commercial real estate holdings
- Analyzed clients' financial statements, tax returns, and company annual/quarterly reports
- Composed 40-page valuations detailing non-controlling, non-marketable interests in real estate

George Smith Partners

Los Angeles, CA

Real Estate Investment Banking Intern

Mar 2016 – Jun 2016

- Underwrote over \$150MM in financing deals (construction, bridge to perm, mezzanine, refinance)
- Developed extensive financial models (LTV, LTC, DCR, Debt Yield) with Excel and Argus
- Performed specific market research including supply/demand, absorption, and rent/sale comp analyses
- Built a 120+ contact database for originators to enhance business development process

Education

University of Southern California – Marshall School of Business

Los Angeles, CA

Bachelor of Science in Business Administration

Graduated Dec 2015

- *Leadership:* Co-Founder – Alpha Zeta Real Estate; VP of Professionalism – Alpha Kappa Psi
- *Membership:* Trojan Real Estate Assn.; Trojan Investing Society; Asian American Business Assn.

Skills & Interests

Technical Skills: Argus DCF; Excel; PowerPoint; CoStar; Real Capital Analytics; Salesforce; Rockport; SQL (Beginner); Python (Beginner)

Organizations: ULI – Young Leadership Group; Alpha Kappa Psi Alumni Assc.; Apex for Youth – Mentor

Interests: Cooking; Tae Kwon Do (US Open Gold Medalist – 2009); skiing; building computers; weight lifting; investing; blockchain technology; reading; NBA; Football (NFL and College)