

Jay Yee

yeejay.jy@gmail.com | www.linkedin.com/in/yeejay | (626) 466-7569

WORK EXPERIENCE

CIT Group, Inc. – Real Estate Investment Banking

New York, NY

Assistant Vice President

Sep 2019 – Present

Selected Projects

- **Market Research & Data Analysis:** Lead underwriter on \$39MM senior secured note for the recapitalization of a 96,000 SF clinical research facility located in the Philadelphia Navy Yard urban development.
 - Built 5-year forward-looking model that projected decreasing inventory growth of medical facilities in Philadelphia and showed client's Property was well-positioned to take advantage of drop in supply. Presented findings to internal stakeholders which was critical in obtaining approval to issue a term sheet.
 - Developed and deployed market-data survey to local appraisers and real estate brokers. Scrubbed data to ensure quality samples and created tables to clearly illustrate major findings. Survey concluded significant upside in rent growth and future high demand in similar medical facilities as client's Property.
 - Increased company's projected Return-on-Equity for the transaction to above 20.0% using data drawn from market research and surveys.
- **Business Strategy:** Lead underwriter on \$40MM ground-up construction financing of a 131,000 SF logistics center in Tempe, Arizona.
 - Built 3-year proforma model that provided base case scenario and multiple downside scenarios. Financial analysis showed downside scenarios were within approved ranges of bank's credit risk policy, allowing internal stakeholders to get comfortable with risk associated with a construction transaction.
 - Presented deal deck and obtained credit approval from internal stakeholders in under 5 days. CIT was awarded the bid from client due to quick turnaround time.
- **Project Management:** Co-underwriter on a \$40MM loan-on-loan transaction collateralized by a \$60MM land loan in Queens, NYC.
 - Led and managed due diligence and closing process across 4 teams. Established tasks, ownership, and interim deadlines to meet client's compressed timeline.
 - Responsible for detailing the structure and nuances of a complex and new transaction to internal teams. Created roadmap of documentation requirements to mitigate risks and streamline process.
 - Developed clear communication channels with client which created a strong relationship throughout closing process. Our team has since financed two additional transactions totaling \$100MM with this client.

Wells Fargo – Real Estate Capital Markets

San Francisco, CA

Senior Credit Analyst

Feb 2017 – Aug 2019

- Developed in-depth DCF valuation and proforma Excel models on real estate transactions up to \$150MM. Provided data-driven insights into key financial metrics against bank credit standards.
- Captured, cleaned, and maintained client data including operating statements, budgets, entity financials, and third-party valuations in a concise format to present to internal stakeholders.
- Reviewed legal documentations and agreements to ensure loan advances, major lease reviews, loan extensions, and other trigger events were executed correctly.

EDUCATION

University of Southern California – Marshall School of Business

Los Angeles, CA

Marshall School of Business – B.S. in Business Administration

Graduated Dec 2015

Viterbi School of Engineering – Minor in Enterprise Information Systems

SKILLS & INTEREST

Technical Skills: Microsoft Office (Excel/PowerPoint - Advanced); Salesforce; SQL (Beginner);

Python (Beginner); HTML (Intermediate); CSS (Intermediate)

Interests: Cooking; Building Computers; Mentoring; Calisthenics; Investing; (Fantasy) NBA & NFL