

Patrick Nista

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OBJECTIVE: Seeking a full-time real estate position that will provide a platform on which I can utilize my interpersonal, organizational and quantitative skills to create value and ultimately investment returns for investors and owners.

EDUCATION

University of Connecticut, Storrs, CT

May 2015

Bachelor of Science in Business

Major: Real Estate and Urban Economic Studies

Overall GPA: **3.63/4.00** Major GPA: **4.00/4.00**

RELEVANT COURSES:

Intro to Financial Management
Real Estate Investments

Real Estate Principles
Investments & Security Analysis

Real Estate Markets
Cornerstone Course

EXPERIENTIAL LEARNING:

Cornell International Case Study Competition, New York, NY

November 2014

- Represented UCONN in a Commercial Real Estate Valuation Competition placing third overall.
- Underwrote an office to creative office conversion and a multifamily development using Excel models to assess a potential acquisition and presented analysis to a panel of esteemed real estate executives.

Cornerstone Course – Instructed by the CEO of Cornerstone RE Advisers and provided students with real-life case studies.

AWARDS:

- **Dean's List** Fall 2013, Fall 2014
- **Alpha Lambda Delta National Honors Society** Spring 2012-Present
- **Society of Industrial and Office Realtors (SIOR)/Samuel Pierson Scholarship** Fall 2014, Spring 2015

SKILLS

- Argus Valuation - DCF Training, Adobe In-Design Software, Microsoft Office Suite: Excel, PowerPoint, Word

WORK EXPERIENCE

CBRE Capital Markets, Hartford, CT

Intern Production Analyst – (See Transaction Experience)

May 2014-Present

- Assist in the origination of debt for all major property types on behalf of institutional quality borrowers.
- Analyze historical operating statements, budgets, and financial data used in the creation of pro-forma operating statements and work with various excel and Argus models to assist in the underwriting of proposed debt.

Penwood Real Estate Investment Management, Hartford, CT

Part-Time Asset Management Analyst

October 2014-Present

- Assist with various tasks including organization of property and market data for quarterly valuations.

Audio Media Solutions, East Hartford, CT

Disc Jockey and Chief Lighting Engineer

June 2012-Present

- Contract events including weddings, private events, festivals, nightlife, etc.
- Design and program custom lighting scenes for events and venues.

City Steam Brewery Cafe, Hartford, CT

Floor Host and Door Security

November 2011-June 2013

- Coordinated the customer flow and seating of the tri-level restaurant and enforced establishment rules.

ASSOCIATIONS & COMMUNITY SERVICE

Real Estate Society, University of Connecticut, Storrs, CT

September 2013-Present

- Secretary - Assist in the planning, coordination, and supervision of all society trips and events.
- Attend all Executive Board and society meetings, as well as guest speaker receptions.

UCONN Business Society, UConn, Storrs, CT

September 2013-Present

Wishmakers on Campus (Make-A-Wish), University of Connecticut, Storrs, CT

September 2013-Present

- Chief Financial Officer – Responsible for all the financial and accounting duties of the organization.
- Assist in the planning, coordination, and supervision of all fundraising events

Katherine's Place, St. Patrick St. Anthony Church, Hartford, CT

September 2007-Present

- Volunteer - Cook and serve home-cooked meals to women in the shelter battling drug and alcohol addiction.

INTERESTS: Golfing, Music, College Basketball, Cooking

CBRE Internship Transaction Experience

Alterra Fairfield Crossing

Shelton, Fairfield County, CT

288 To-Be-Built Luxury Apartment Units

\$37,400,000 Construction Financing

- Analyzed the construction budget and other financial data to aid in the production of a pro-forma operating statement and a construction draw schedule using various excel models.
- Wrote detailed property information including an overview of the development as well as the desired loan metrics.
- Conducted research and wrote summaries on local information including county information, area demographics and neighborhood features and amenities and market information including economics, vacancy, absorption, rents for overall market as well as the submarket and assembled a list of sales and lease comparables.

Creekside Distribution Center

Jacksonville, FL

334,930 SF Industrial Warehouse

\$14,525,000 Acquisition Financing

- Utilized ARGUS and excel as well as historical operating statements and budgets to assist in the creation of a pro-forma operating statement.
- Researched and produced detailed tenant information charts, write-ups, and lease briefs for the lender.
- Used internal CBRE resources to create multiple maps and property specific demographic information.
- Researched and wrote market and submarket summaries.
- Compiled a rent roll used to project annual in-place rent, lease expirations and rent bumps.

The Hermitage at Haystack Mountain

Wilmington, VT

1,400 acre private ski resort

\$15,000,000 Financing

- Attended a property tour to assess and document the project as well as meet with the borrower to discuss goals and objectives.
- Aided in the creation of the financing offering memorandum (FOM) by utilizing Adobe InDesign software.
- Assisted in the creation of cash flow projections and hyper-amortizing loan structure.
- Conducted market research to determine target member radius and feasibility compared to other ski resorts in the area.

Esplanade

Phoenix, AZ

218,266 SF Office Building

\$48,000,000 Acquisition Financing (In Process)

- Calculated loan metrics using created pro-forma operating statement.
- Cross-checked lease briefs against original lease documents to ensure accuracy.
- Used internal CBRE resources to create multiple maps and property specific demographic information.
- Reviewed the rent roll to project annual in-place rent and assess lease expirations and rent bumps.
- Reviewed sales and lease comparables to choose the ones most supportive of the subject.

Festival at Bel Air

Bel Air, MD

437,227 SF Grocery-Anchored Retail

\$79,200,000 Acquisition Financing

- Aided in the creation of the financing offering memorandum (FOM) by utilizing Adobe InDesign software.
- Reviewed tenant documents to flag any co-tenancy clauses and note lease expirations and rent bumps.
- Used internal CBRE resources to create multiple maps and property specific demographic information.
- Reviewed third party reports including appraisals, property condition and environmental report.
- Researched and wrote market and submarket summaries.

