

**Karan Kalani**

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**PROFESSIONAL PROFILE**

Real estate associate and manager with 10 years' experience in real estate development, financial planning & analyses, asset management, capital markets, and acquisitions, including ground-up construction, business development, deal underwriting and real asset acquisitions. Looking for an opportunity to leverage my strong analytical skills, financial modeling, development process, capital markets and asset management experiences to create measurable impact and value in the real estate industry

**WORK EXPERIENCE**

**WB Property Group**

Associate  
Analyst  
Intern

**New York, NY**

03.2021 – Present  
03.2019 – 03.2021  
01.2018 – 03.2019

- Managed a \$200 million project portfolio, including oversight of land acquisition, financial, sensitivity & feasibility analysis, underwriting, pre-development & capital raising of 4 projects consisting of a total of 2,685 units of market rate multifamily, 120 beds of assisted living, 150 key Aloft hotel, 90 slip marina, restaurants and retail located in NY, TX, FL, TN & NC
- Sourced and analyzed 5,000 ground-up construction and value-add deals nationwide resulting in the acquisition and management of 10 ground-up deals worth \$800 million and construction ready
- Assisted in the planning, investigation, negotiation, bidding, rezoning, approval & capital markets process for these projects as well as preparing business justification, recommendation presentations to executive committee, investor memorandums, loan request and rezoning presentations for investors, lenders, and city officials respectively while maintaining excellent relationships with consultants, lenders, landlords, city officials, legal, construction management & senior management
- Led market research initiatives on real assets to identify 40 potential markets for investments and new development projects using Costar and ArcGIS
- Directed and provided end-to-end property management activities including sourcing tenants for leasing, arranging tours, marketing, presentations, contract reviews, negotiations, lease renewals, financial lease analysis, gut renovations for the office and retail spaces at 495 & 499 Broadway, New York NY
- Assisted in the financial analysis, acquisitions, design, gut renovation, reposition and disposition of 39 Clarkson at Hudson Square in New York from a chocolate factory to an office building including pre-leasing and leasing activities through tenant representatives

**Value Realtors**

Partner

**Mumbai, India**

06.2014 – 07.2016

- Led land acquisitions worth over \$500,000 in equity transactions for proposed commercial office and hospitality projects, negotiated contracts, and solidified beneficial agreements resulting in 3.3x appreciation in land valuations
- Managed internal and external stakeholders and optimized day-to-day operations of the firm leading to 27% cost reductions in year over year costs

**Vision Realtors**

Development Manager

**Pune, India**

06.2012 – 07.2016

- Conducted feasibility analysis for 8 potential development sites and led the acquisition of 3 vacant sites worth \$2 million
- Led the design, planning, approval, marketing, development, and management processes of a mixed-use project consisting of 60,000 square feet of commercial office and 40,000 square feet of condominiums
- Directed bid and qualifications processes to select architects, professional consultants, and contractors for various projects
- Raised \$3 million for the mixed-use project through conventional and public sources; adhered to the construction budget to achieve timely and cost-effective project deliverables
- 3 years of experience in supervision of job sites to provide direction for the general contractor, coordinated with site personnel, clients, and local government officials to achieve on-time project delivery

**Uhde India Pvt. Ltd.**

Design Engineer

**Mumbai, India**

06.2011 – 06.2012

- Designed static equipment including pressure vessels, columns, heat exchangers, reactors and tanks to ensure consistency in specifications, equipment list, P&ID and civil foundations
- Prepared enquiry specification, mechanical data sheets, evaluated bids, provided technical recommendations, corresponded and coordinated with vendors and reviewed vendor drawings

**EDUCATION**

**New York University**

Master of Science in Real Estate Finance and Investments

**New York, NY**

01.2017 – 05.2019

**National Institute of Technology**

Bachelor of Technology in Mechanical Engineering

**Nagpur, India**

06.2007 – 06.2011

**SKILLS**

**Professional:** Portfolio management, project management, asset management, market research and analysis, underwriting, financial modeling, sensitivity analysis, risk assessment, capital markets, corporate finance, business development, construction documentation, budget tracking, vendor management, forecasting, investments, leasing, bid review, acquisition, real estate development, negotiation

**Software:** Microsoft Office, CoStar, ArcGIS, Argus, Bloomberg Terminal, Salesforce, HTML, Java, CSS, Adobe Photoshop, InDesign, Flash, MS Project, Primavera, Squarespace, Matlab, Solidworks and Ansys

**Interests:** Travelling, playing the guitar, music, photography, reading, technology, art, swimming, biking, basketball, movies

## PROJECTS

### The Lofts at Lakeland

Lakeland, FL

- 4-story, elevator, class A, surface parked development of 299 market rate, multifamily units
- Assisted principals in acquisition, rezoning, planning, approvals, preparation, reviewing and finalizing construction, legal and other documentation, due diligence, feasibility analysis, financial modeling, bidding and qualification process of general contractor, architect, interior designer, civil engineer, construction mgmt. and other consultants, debt raising through numerous lenders and debt structures

### The Lofts at Grand Prairie

Grand Prairie, TX

- 4-story, elevator, class A, surface parked development of 676 market rate, multifamily units
- Assisted principals in acquisition, rezoning, planning, approvals, preparation, reviewing and finalizing construction, legal and other documentation, due diligence, feasibility analysis, financial modeling, bidding and qualification process of general contractor, architect, interior designer, civil engineer, construction mgmt. and other consultants, debt raising through numerous lenders and debt structures

### Riverview

League City, TX

- 4-story, elevator, class A, surface parked development of 282 market rate, multifamily units, part of a 60-acre PUD
- Assisted principals in acquisition, rezoning, planning, approvals, preparation, reviewing and finalizing construction, legal and other documentation, due diligence, feasibility analysis, financial modeling, bidding and qualification process of general contractor, architect, interior designer, civil engineer, construction mgmt. and other consultants, debt raising through numerous lenders and debt structures.

### Arte Lakeside

Cape Coral, FL

- 6-story, elevator, class A, surface parked development of 1400 market rate, multifamily units consisting of a 25 acre lake, retail and office
- Assisted principals in acquisition, rezoning, planning, approvals, preparation, reviewing and finalizing construction, legal and other documentation, due diligence, feasibility analysis, financial modeling, bidding and qualification process of general contractor, architect, interior designer, civil engineer, construction mgmt. and other consultants.

### Marina Riverbend

League City, TX

- 4-story, elevator, class A, surface parked development of 203 market rate, multifamily units, retail, restaurants, marina, part of 60-acre PUD
- Assisted in Asset management, PUD planning and approvals, reviewing budgets, proformas and actuals and suggesting changes for efficient asset operations, public-private partnership between the City of League City and WB Property Group, debt raising through numerous lenders and debt structures.

### Aloft Hotel

League City, TX

- 150-key, part of a 60-acre PUD
- Assisted principals in acquisition, rezoning, planning, approvals, preparation, reviewing and finalizing construction, legal and other documentation, due diligence, feasibility analysis, financial modeling, bidding and qualification process of general contractor, architect, interior designer, civil engineer, construction mgmt. and other consultants, debt raising through numerous lenders and debt structures.

### Aventine Northshore

Knoxville, TN

- 4-story, elevator, class A, surface parked development of 246 market rate, multifamily units
- Asset management, reviewing budgets, proformas and actuals and suggesting changes for efficient asset operations. Successfully closed on a refinance of the asset at one of the lowest rates in the market.

### Cayuga Way & Cayuga Orchard

Ithaca, NY

- 28 Luxury Homes and 30-acre apartment project
- Assisted in feasibility studies of different development programs including modular construction, preparation and finalizing construction documentation, financial modeling based on different general contractor and other consultants bidding.

### 39 Clarkson

New York, NY

- 6 story and lower level, Office & retail
- Financial modeling of acquisitions and operations for the reposition of a chocolate factory located in Hudson Square to office, preparation and finalizing construction documentation, assisted in the gut renovation of the building and sourcing of tenants during lease-up to disposition of asset.

### 495 Broadway

New York, NY

- 8 Story and lower level, Office & retail
- Assisted in Property management, maintenance, reviewing budgets, proformas and actuals and suggesting changes for efficient asset operations, gut renovation of lobby, 4<sup>th</sup> floor and façade renovations. Planning of the rooftop reposition for a pool deck and bar. Leasing of office floors through landlord and tenant reps as well as direct reach-out to companies and brands resulting in leasing 4 floors. Successfully refinanced the retail condo at one of the lowest rates in the market.

### 499 Broadway

New York, NY

- 4 story and lower level, Residential & retail
- Assisted in Property management, maintenance, leasing of retail condo through landlord and tenant reps as well as direct reach-out to companies and brands resulting in leasing with a known strip mall women's fast fashion brand.

### Fortune Business Center

Pune, India

- 6 story Office & retail and 7 story apartment condos
- Assisted executive management in acquisition, rezoning, planning, approvals, preparation and finalizing construction documentation, due diligence, feasibility analysis, financial modeling / underwriting, bidding and qualification process of general contractor, architect, interior designer, civil engineer, construction management and other consultants. Assuring efficient project, deliverables, and cost. Managing the sales, leasing, and marketing processes through disposition.

### Tanya Apartments

Pune, India

- 7 story apartment condos
- Managing the sales, leasing, and marketing processes through disposition.