

# PHU DANG

San Diego | San Francisco Bay Area | Ho Chi Minh City, Vietnam

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<b>Education</b> June 2025 (Anticipated graduation)	<b>UNIVERSITY OF CALIFORNIA SAN DIEGO   Major GPA: 3.800</b> Bachelor of Science in Real Estate & Development, Department of Urban Studies & Planning Bachelor of Science in Data Science, Halıcıoğlu Data Science Institute Minor in Urban Studies & Planning   2024 <i>Department Emerging Innovator, Eleanor Roosevelt College Honors Program, 2022 Men's Club Water Polo National Champion, Provost Honors</i>	<b>San Diego, CA</b>
<b>Experience</b> 2025	<b>NAIOP   Commercial Real Estate Development Association</b> <b>University Challenge Participant (UC San Diego Team)</b>	<b>San Diego, CA</b>
2024	<b>RTI PROPERTIES, INC.   Private Capital Lender</b> <b>Commercial Real Estate Finance Intern</b> Worked with senior managers to underwrite lending deals, specializing in income properties, for business-purpose refinance/purchase/cash out transactions with extremely urgent closings <ul style="list-style-type: none"><li>• Drafted deal summaries to streamline underwriting for loan committee in pipeline meetings</li><li>• Assessed value of collateral properties with research/sale comparable/income approach</li><li>• Critically inspected property rent rolls and lease structures to evaluate cash flow stability</li><li>• Gathered information and inspected borrowers competency in achieving interest/exit dollars</li><li>• Analyzed layers of debt in blended scenarios to assess priorities, returns, and safety margins</li><li>• Point analyst on <b>62 deals</b> with over \$135MM in combined loan volume—comprising 48% CRE, 45% SFR, 7% development—<b>3 deals closed totaling \$4,300,000 in capital funded.</b></li><li>• Direct mentee to the President, Robert Abbasi, receiving personalized advice and guidance in deal negotiations, property underwriting, capital partners calls, and critical-thinking skills</li></ul>	<b>Los Angeles, CA</b>
2024	<b>COUNTY OF SAN DIEGO</b> <b>Code Compliance and Data Services Student Worker</b> Serving as administrative assistant and complaint intake (customer service), work with code enforcement officers and planners to ensure property codes are respected (setbacks, zoning, noise levels, permitted uses), ADU-building, grading, and structural changes are done with a permit	<b>San Diego, CA</b>
2023-2024	<b>UC SAN DIEGO, Department of Urban Studies and Planning</b> <b>Affordable Housing and Data Science Research Assistant</b> <ul style="list-style-type: none"><li>• Reported affordable housing policy incentives (public improvements and tax) and cost factors</li><li>• Programmed a bespoke algorithm to parse CoStar data for non-commercial research purposes</li><li>• Ran statistical inference on over 5000 LIHTC projects to get decisive fund allocation factors</li><li>• Met with developers to study market feasibility, provided research team with direct insights on multifamily development outlook, pertinent to timing, permitting, site contexts, labor costs</li></ul>	<b>San Diego, CA</b>
<b>Skills/ Credentials</b>	Income properties underwriting, market and demographics research (CoStar, Placer.ai, Social Explorer), real estate development (TOD, mixed-use, affordability, community serving, site planning and design, market gap, fiscal impacts, tenant planning), visual communication (OM, charette, poster, PowerPoint), SketchUp, AI expertise (machine learning, chat models, strategic marketing), property baseline (NOI) optimization with digital twins for resource-use efficiency Active <b>LEED® Green Associate™</b> (green building), Completed <i>Adventures in CRE</i> 18-course Advanced Accelerator (covered leases, retail/hotel/office/multifamily/industrial income models, valuation, debt, partnership structures, waterfall cash flows, acquisitions, development, value-add models), Completed the Foundations of Real Estate cert. at <i>Urban Land Institute</i> (covered finance, investment, development, pro form models), Completed <i>CEQA</i> Practicum	
<b>Personal</b>	<b>Networking:</b> <i>Developing Leader</i> at NAIOP San Diego (CRE mentorship). 2x <i>Etkin Scholar, Young Leader Group, &amp; Shadow Broker</i> at Urban Land Institute (learn from deals at two CRE firms), <i>Member</i> at Institute of Real Estate Management and APA, Vietnamese bilingual fluency	
<b>Projects</b>	Work samples: For-rent multifamily residential <a href="#">demographic</a> , <a href="#">market</a> , <a href="#">financial</a> study For-rent commercial <a href="#">market</a> , <a href="#">financial</a> study   For-sale SFR land dev. <a href="#">study</a> <ul style="list-style-type: none"><li>• <a href="#">H2 Hillcrest</a> - a design proposal for an urban infill site (Carmel Partners' site in real-life)</li><li>• <a href="#">D3 Multifamily Visualizer</a> - a D3.js web app visualizing multifamily investment metrics</li></ul>	