

PHU DANG

(669) 274-8956 | dangnphu31@gmail.com | [linkedin.com/in/pndang/](https://www.linkedin.com/in/pndang/) | pndang.com/recommendations

Profile

An eager, capable, and versatile young professional with a multidisciplinary record of leadership and extracurricular activities, fostering a career in commercial real estate. Prior experiences in private capital lending, market analysis, development, landscape architecture, zoning and code compliance, AI, and data science. Produces thoughtful, creative work with initiative, diligence, and a drive for team success.

Education

UNIVERSITY OF CALIFORNIA SAN DIEGO | GPA: 3.8 Expected Graduation: June 2025

Bachelor of Science, Real Estate & Development — Department of Urban Studies & Planning

Bachelor of Science, Data Science — Halicioğlu Data Science Institute | Urban Studies & Planning Minor

Awards & Honors: 2024 Department Emerging Innovator Award (Real Estate & Development), 2023 Undergraduate Research Excellence Award, Eleanor Roosevelt College Honors Program, Best Social Media Creative Award by UCSD Recreation, 2022 Men's Club Water Polo National Champion, 2x Etkin Scholar at ULI

Experience

NAIOP SAN DIEGO — Commercial Real Estate Development Association

San Diego, CA

University Challenge Participant (UC San Diego Team)

Jan 2025 – May 2025

Working in a team of 8 students on the design, planning, sustainability, and finance team to propose a highest and best use development for a 20-acre strip retail center in Mid-City, San Diego. Collaborating with architects, land use attorneys, general contractors, leasing and capital market brokers to ensure feasible build assumptions, alignment with city plans, with market-driven programming and strategies.

UC SAN DIEGO, Department of Urban Studies & Planning

La Jolla, CA

Undergraduate Instructional Assistant

Dec 2025 – Mar 2025

- Assisted Susan Peerson, FAICP (professor, landscape architect, & former Planning Commissioner) in teaching a studio-style class on urban, infill mixed-use development and site analysis.
- Guided students through project vision and design, zoning, use regulations, and SketchUp modeling to assess building massing, development feasibility, and placemaking strategies.
- Reviewed inputs from land use consultants on market-demanding apartment unit mix and sizes.
- Helped manage class logistics, including site visit and guest lectures, helped students engage with planning frameworks like the Uptown Community Plan and Hillcrest Focused Plan Amendment.

RTI PROPERTIES — Private Capital Lender

Los Angeles, CA

Commercial Real Estate Finance Intern

Aug 2024 – Nov 2024

- Worked with senior managers to underwrite income properties in lending deals, specializing in business-purpose refinance, purchase, and cash-out transactions with urgent closing windows.
- Drafted deal summaries to improve underwriting for the loan committee in pipeline meetings.
- Assessed value of collateral properties with research, sale comparables, and income approach.
- Checked properties' existing condition photos, rent rolls, and leases to evaluate cash flow stability.
- Checked borrowers' use of funds, credit reports, and ability to achieve interest and exit dollars.
- Analyzed layers of debt in blended scenarios to assess priorities, returns, and safety margins.
- Point analyst on **62 deals** totaling **\$135MM+**, with 48% commercial properties, 45% single-family residential, and 7% development projects—**3 deals closed totaling \$4.3MM in capital funded**.
- Direct mentee to the President, Robert Abbasi, receiving personalized advice and guidance in risk evaluation, deal negotiations, property underwriting, capital structuring, and investor calls.

COUNTY OF SAN DIEGO — Planning & Development Services

San Diego, CA

Code Compliance & Data Services Student Worker

Sep 2024 – Dec 2024

- Provided customer service to property owners, guiding them through zoning regulations, permits, and land use compliance via in-person, phone, and email consultations.
- Managed complaint intake and administrative tasks, collaborating with code enforcement officers and planners to address property violations and resolve compliance issues.
- Utilized Nearmap imagery, ArcGIS, and customer outreach to measure property conditions, ADU building, site grading, noise levels, and structural modifications against regulatory requirements.

UC SAN DIEGO, Department of Urban Studies & Planning

La Jolla, CA

Affordable Housing and Data Science Research Assistant

Sep 2023 – Jun 2024

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- Analyzed affordable housing policy incentives (public improvements, tax credits) and cost factors.
- Developed a custom algorithm to parse CoStar data for non-commercial research applications.
- Conducted statistical inference on **5,000+** LIHTC projects to extract key factors in fund allocation.
- Reached out to developers to assess market feasibility, provided research team with direct insights on multifamily development outlook, pertinent to timing, permitting, site contexts, and labor costs.

BIOKIND ANALYTICS at UC San Diego — Healthcare Non-profit & Student Organization La Jolla, CA
President & Lead Student Data Scientist Sep 2022 – Dec 2024

- Led problem-solving in teams to develop bespoke, data-driven solutions for clients, from exploratory analysis to AI-driven predictive models.
- Designed and implemented data workflows—subject to individual project needs—leveraging REST APIs, cloud data management, and parallel computing to enhance computational efficiency.
- Delivered insights on clients' patient programs, donor initiatives, and investment decisions across **\$140MM+** in financial data for San Diego's leading healthcare research funders.
- Ensured project teams deliver actionable results through dashboards, web apps, and presentations, maintaining a perfect record of client testimonials and satisfaction.
- Managed organizational leadership, budget, marketing, outreach, public relations, and recruiting.
- Collaborated with San Diego healthcare non-profits to explore data science applications for improving operations, efficiency, impact, outreach, donor retention, and return on investment.
- Supervised and participated in student data science projects, ensuring high-quality deliverables that align with client expectations and providing real-world project opportunities for students.

UC SAN DIEGO, Jacobs School of Engineering La Jolla, CA
Data Science Trainee (Niema Lab) Sep 2022 – Oct 2023

- Developed an interactive app to visualize Covid-19 time-series data with variant segmentation.
- Engineered a bespoke data-smoothing algorithm that selectively reads data upon user requests, reducing runtime by **97%** (5s to sub-0.1s) using caching, memoization, and efficient data structures.
- Conducted in-depth research on **30+** large-scale datasets (**3,000+** cancer patients), achieving **87%+** accuracy in predicting breast cancer recurrence status.
- Presented at UC San Diego's 36th Annual Undergraduate Research Conference, earning a special commendation from the Semiconductor Research Corporation on LinkedIn.

Additional Skills

Proficient — CoStar, MS Excel/PowerPoint, Python, PostgreSQL, Docker, Vietnamese bilingual fluency

Architecture, Green Building & Design — Active LEED Green Associate; Able to utilize Twinmotion, SketchUp, & Unreal Engine for advanced property modeling on 3D aerials with photorealistic renderings.

Visual Communication — Design clear and compelling property informational materials, such as posters and offering memorandums, to effectively convey key selling points through artistic creativity.

Networking & Portfolio

- Professional Development: *NAIOP Toastmasters* member (enhancing professional confidence, speaking, and leadership), *Developing Leader* at NAIOP San Diego (real estate mentorship), *Young Professionals Student Co-Chair* at Institute of Real Estate Management, *Partnership Forum Group member* at Urban Land Institute San Diego-Tijuana (group mentorship and networking)
- Income Properties Financial Modeling: **Completed *Adventures in CRE 18-course Advanced Accelerator*** — covered retail, hotel, office, multifamily, industrial income statements, short and long-term leases, valuation, structured debt, partnership structures, waterfall cash flows, acquisitions, development, value-add models; **Completed *Urban Land Institute Foundations of Real Estate Certification*** — covered finance, investment, pro forma models, development cash flows
- Work Samples:
 - HUE Hillcrest — high-density, mixed-use project proposal at 535 Robinson — [OM](#), [poster](#)
 - *HUE won the Best Capstone Project Award out of 22 projects by over 70 graduating students at UCSD*
 - For Rent Multifamily Residential — [demographic](#), [market](#), [financial](#) study
 - For Rent Commercial — [market](#), [financial](#) study
 - For Sale Single Family Residential — phased [land development](#) study