

REAG QUARTERLY NEWSLETTER



Welcome to the next installment of the REAG Newsletter. While the past few months have posed challenges on many fronts, we are pleased to continue to stay active by [hosting engaging conversations](#) with Bill Witte, Tom Barrack, Eric Sussman, Victor Coleman and many others. We have events in the coming weeks that include conversations with [Thomas McCarthy](#) (Co-Founder and Co-President of McCarthy & Cook Co.) on 7/21 and Stewart Resnick (Founder and Chairman of The Wonderful Company) in August.

During these challenging times, fellow Bruins continued to have successes including new jobs, promotions, closed deals, expanded families, and a feature in LABJ's "20 in their 20s". Please scroll down for all the details.

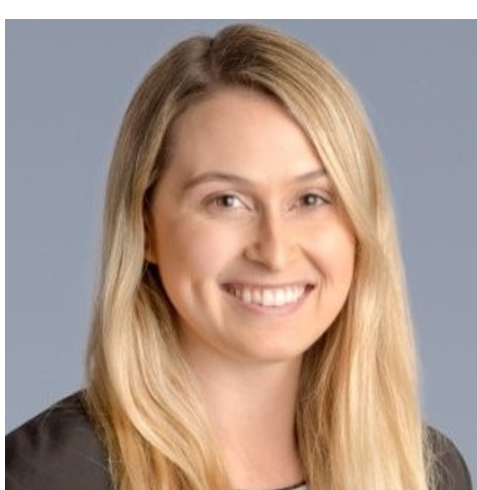
As always, if you have news to share about yourself or a fellow Bruin, please [contact us](#) and let us know.

CONGRATULATIONS TO THE CLASS OF 2020!

REAG would like to congratulate the class of 2020 and welcome our new members!

- | | |
|-------------------------------|----------------------------|
| Shah Ahmed, BA '20 | Andy Malec, MBA '20 |
| Melvin Ardijanto, MBA '20 | Michelle Meehos, MBA '20 |
| Taylor Bazley, MBA '20 | Elle Miraglia, BA '20 |
| DaJuan Bennet, MBA '20 | Austen Mount, MBA '20 |
| Jamie Blake, MBA '20 | Jessica Murphy, MBA '20 |
| Molly Caccamo, MBA '20 | Niko Natsis, MBA '20 |
| James Campbell, MBA '20 | Ermias Nessibu, MBA '20 |
| Anudari Chinzorig, BA '20 | Alex Pineda, BA '20 |
| Brian Crider, MBA '20 | Chris Preston, MBA '20 |
| Matheiu Elias, BA '20 | Evan Quinn, MBA '20 |
| Kevin Fernandes, MBA '20 | David Rosen, MBA '20 |
| Mary Claire Flanagan, MBA '20 | Austin Saunders, BA '20 |
| Michael Gianesello, BA '20 | Danielle Schlegel, MBA '20 |
| Brendan Healy, BA '20 | Alice Schweiger, BA '20 |
| Donald Hsueh, MBA '20 | Anne Sewall, MBA '20 |
| Natalie Hunter, MBA '20 | Jennifer So, MBA '20 |
| Josh Khalili, BA '20 | Gautam Sood, MBA '20 |
| Vanessa King, JD '20 | Robby Walls, MBA '20 |
| Fumiaki Kobayashi, MBA '20 | Ting Wu, MBA '20 |
| David Leibman, BA '20 | Bradley Zundel, MBA '20 |
| Blair Liu, MBA '20 | |

BRUIN SPOTLIGHT



Alexandra Caniglia

Alexandra Caniglia recently joined Walker & Dunlop's growing investment sales team where she will be responsible for originating and executing on multifamily property sales in Southern California. Prior to joining Walker & Dunlop, she was part of JLL's Capital Markets group and was previously with HFF for several years until the firm was acquired by JLL in 2019. Over the course of her career, she has executed on more than \$1.2B billion worth of multifamily transactions for both institutional and private capital clients. Read more [here](#).

DONE DEAL!

On March 14th, [Daniel Gutierrez](#) and Fern St. Partners closed on the purchase of the [4 Seasons Inn](#), a 10-suite riverfront boutique hotel in Estes Park, CO located five minutes from Rocky Mountain National Park. Although the timing of the purchase was less than ideal, the hotel, has been one of the top rated boutique hotels in the area. At the end of March, the governor of Colorado closed all hotels and short terms rentals in response to COVID 19. Faced with a catastrophic start, Fern St. Partners converted a quarter of the suites to monthly rentals to generate cash flow while the remainder of the property was being renovated and upgraded. As of June 1st, the hotel was allowed to reopen and is now fully booked through July with record-high demand and nightly room rates.



IN THE NEWS



Daylight Community Development

Daylight Community Development – founded by Aaron Sassounian, Sonya Falcone, and Greg Comanor (UCLA Anderson '19) – is developing 200+ affordable and supportive housing units across Los Angeles. These projects – located across the City in Koreatown, Watts, North Hollywood, and Van Nuys – couple public financing with modular construction to build units faster and cheaper. Daylight will begin construction in July 2020 on their Watts Works project, and is in various stages of pre-development on their other developments. The three of them were recently honored in LABJ's 20 in their 20's. Read more [here](#).

BRUIN REAL ESTATE CASE COMPETITION

In May, we held the 5th annual Bruin Real Estate Association case competition. Performed virtually, four fantastic teams participated. Each team was comprised of four or five UCLA undergraduate students with various graduating years, backgrounds, and experience. The students were tasked with analyzing and assessing a hypothetical multifamily property and investment thesis. UCLA REAG Board Members along with one graduating Anderson student served as judges. After much deliberation, Team RSVS was selected as the winner. Its members were: Gabriel Ramirez '20, Kayvon Saleh '22, Sherry Shin '21, and Rya Valte '22.



Watch all of the presentations [here](#).

BRUIN NOTES

[Clarissa Chiang](#) (MBA '17 - Cumming Corp.) was promoted from Director of Business Development to Director of Growth Strategy and is now responsible for supporting the company's overall growth initiatives.

[Cole Guerin](#) (BA '14 - CBRE) closed a multifamily refinance loan in May with [Neil Doshi](#) (MBA '15 - Banyan Equities).

[Saba Moreh](#) (MBA '18 - Decron Properties) and his wife, Dana Moreh, welcomed their daughter, Lily Moreh, to their family on 4/27.

[Beth Brody](#) (MBA '14 - BW Brody Affiliated) and her husband, [Jared Herman](#) (MBA '14 - BW Brody Affiliated), welcome their son, Colin Brody Herman, to the family on 6/7.

[Alex Valente](#) (MBA '13 - Trammell Crow) proposed to his fiancé, Rebecca Alana, on 6/1.

[Patrick Devitt](#) (MBA '15 - Regent Properties) and his wife, Taryn Jang (MBA '13) welcomed their daughter, Keira Quan Devitt, to their family on 6/24.

[David Pratt](#) (MBA '15 - Tamarack Capital) and his wife, Karla Pratt, welcomed their son, Charlie Pratt, to their family on 6/24.

JOBS

These Bruins are hiring! If you are looking to make a change in 2020, check out our REAG only job portal [here](#)!

- 8minute Solar Energy**
Land Acquisition Associate
- EGC Luxury Homes**
Controller
- Entrada Partners**
Senior Associate/Assistant VP of Acquisitions
- George Smith Partners**
Real Estate Investment Banking Analyst
- Mandri Capital, Inc.**
Debt & Equity Originator
- MetLife Real Estate**
Senior Analyst
- Walker and Dunlop**
Analyst - Investment Sales
Assistant - Investment Sales
Graphic Designer

UPCOMING EVENTS

07/21/22 - [A Conversation with Thomas McCarthy, Co-President of McCarthy & Cook Co.](#)

TBD - A Conversation with Stewart Resnick, Chairman of The Wonderful Company

Catch up on our past events [here](#)!

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