



YLG Spotlight

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How did you find your way into the industry? When I completed my undergraduate degree I stumbled into an analyst role at a boutique multifamily brokerage in Irvine. At the time I had no desire to work in real estate. I just needed a job. Just a few months after starting I knew I wanted to be involved in the real estate industry at some level. However, after realizing that brokerage wasn't for me, I decided to return to school to complete my graduate degree, at which time I applied for a job posting I found on craigslist. I'm still working at that same company more than four years later.

What advice would you give to an emerging young leader just starting their professional career? Go out and meet as many people as possible. You'll learn something from most of those people. Your network is an extremely valuable asset; it can be the difference between succeeding and failing. Also, if you want to work in an analytical role learn excel, it's an extremely powerful tool that most people don't know how to use properly at the start of their careers.

What traits do you think define a successful leader? The one trait that all leaders have in common is their ability to be decisive. After all this is one of the most basic duties of a leader. A leader should be able to understand the situation, make an informed decision about how to proceed, and live with that decision, good or bad.

What is your current job and what types of projects are you working on now? At the moment I'm transitioning into a new role within my organization. In this new role, I will be placing capital into residential land deals. We primarily invest in for-sale residential land opportunities across the Western United States. My role involves analyzing and underwriting potential acquisition and development opportunities including cash flow modeling, valuations, market research, etc. In addition, I will be involved in the asset management of these projects.

What do you find most challenging about your profession on a day-to-day basis? Managing my time, I wear a lot of hats in my office, so meeting all my deadlines while maintaining my sanity can be a challenge.

What are you looking for in terms of career development OR in what areas would you like to professionally develop further? At this point in my career I am looking to learn as much as I can about the overall development process. While my strengths will always be in research, analysis, and finance, there are so many pieces to the puzzle, and I would like to learn something about each piece. My goal is to be working on my own deals one day.

Describe a situation that was a great learning experience. Working full-time while completing my graduate degree taught me a lot about being responsible with my time and organizing my life in a way to allow me to be as productive and efficient as possible. It's amazing how easy it can be to forget or lose track of certain things when you have a lot going on. This skill has helped me succeed in my professional career since graduating as our industry is so focused on deadlines.

How do you deal with stress at work? I run, it's that simple. If I'm stressed at work, I take some time to get out of the office and refocus my mind. Running to me is the best way to do that - not only is it a great workout, but in that moment it's just you, your music, and the road. All I'm thinking about is breathing efficiently and enjoying the lovely views on Newport's Back Bay.