

ARIEL NURIELI

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PROFESSIONAL EXPERIENCE

ENTERPRISE COMMUNITY INVESTMENT | New York, NY and Hollywood, FL (work-from-home)

Senior Director, Capital Originations

2018 – 2023

- ◆ Responsible for sourcing new institutional capital relationships for LIHTC platform, with a focus on CRA-motivated banks:
 - Cold called prospects. Attended industry conferences regularly for scheduled & impromptu meetings with prospects. Worked with internal teams to identify warm prospects and develop targeted sales strategy.
 - Established working relationships with 31 financial institutions.
 - Raised \$138 million of LIHTC equity (closed/committed).
 - Used Salesforce extensively for sales management and client communication.
- ◆ On-going general management of investor relationships:
 - Visited and entertained periodically.
 - Planned and hosted relationship and due diligence meetings.
 - Coordinated with investors, counsel, and various internal departments to support investment approval.
- ◆ Developed and conducted LIHTC 101 webinars for new entrants into the LIHTC equity space.
- ◆ Assisted with the development of corporate marketing materials and presentations, as well as key due diligence items for investors.
- ◆ Cross-sold other capital products as opportunities arose. Made introduction to billionaire family office.
- ◆ Registered representative (Series 22 and 63).

FREELANCE | New York, NY

Contract

2017 – 2018

Provided strategic real estate solutions to principal investors (GP and LP) in the multi-family sector.

- ◆ Responsible for:
 - deal sourcing and review, including analyzing brokers' offering memoranda and war-room materials
 - structuring and documentation, including negotiating LOIs and PSAs
 - interfacing with brokers, property management firms and 3rd-party consultants
 - developing asset business plans
 - preparing underwriting and cash flow projections
 - compiling investment memoranda and presenting to potential equity sources
 - interacting and negotiating with debt & equity sources
 - managing due diligence and closing processes
- ◆ Dedicated services on an 8-month assignment:
 - developed action plan for value-add garden-style apartment investing (Class B & C).
 - sourced, screened and pursued over 20 deals in the Southeast, West and Texas and ultimately secured a \$41 million, 201-unit deal in Lakewood, CO (with a mix of market-rate and affordable units).

PARK ROW EQUITY PARTNERS | New York, NY

Vice President

2014 – 2017

Spearheaded all aspects of investor relations, acquisitions and asset management at entrepreneurial investment firm focused on the value-add multi-family asset class.

Investor Relations:

- ◆ Served as point-of-contact for 8 minority LPs and their advisors, representing over \$30 million of invested equity.
- ◆ Prepared monthly distribution analyses and reporting to minority LPs.

Acquisitions:

- ◆ Deployed \$64 million of equity into 6 Class B value-add transactions in 5 markets with an all-in capitalization value of \$190 million. Markets included: Atlanta, Chicago, Denver, Orlando and Tampa.
- ◆ Developed investment strategy and periodically re-calibrated pursuant to on-going market research.

- ◆ Identified new operating partner relationships and conducted due diligence on partners.
- ◆ Interacted closely with operating partners, and legal counsel as needed, to:
 - qualify investment opportunities, including review & analysis of selling brokers' offering memoranda, operating partners' underwriting and 3rd party market reports
 - negotiate the PSA
 - secure debt financing, including negotiating the terms and the final loan documents
 - interview 3rd-party property management firms, select firm and negotiate PMA
 - develop property-specific business plan and operating & capital budgets
- ◆ Negotiated JV agreements, including waterfalls, with operating partners and syndicated investors.
- ◆ Prepared and presented investment memoranda to potential equity sources.

Asset Management:

- ◆ Supervised and interfaced regularly with operating partners and third-party property management firms in the execution of property business plans and on-going operational plans.
- ◆ Reviewed, commented on and analyzed weekly operating reports and market surveys.
- ◆ Reviewed and commented on monthly financial reporting packages (including market surveys) and quarterly reports (especially in comparison to current-year budget and original proforma).
- ◆ Reviewed, commented on and approved capital projects expenditures.
- ◆ Closely tracked and analyzed unit renovation programs.
- ◆ Coordinated closely with operating partners to continuously improve digital marketing efforts and develop strong reputation management protocols.
- ◆ Reviewed and commented on draft annual budgets (both operating and capital).
- ◆ Led annual budget review discussions with operating partners and approved final budgets.
- ◆ Visited assets on a regular basis to monitor capital work, strengthen relationships with on-site teams and tour comps to keep abreast of on-the-ground market developments.
- ◆ Represented partnerships in partnership-related discussions with operating partners.
- ◆ Continuously monitored investment markets via review of third-party reports.
- ◆ Represented firm at industry events to keep abreast of industry best practices and emerging operational trends.

FTI CONSULTING (NYSE: FCN) | New York, NY

Director, Real Estate Transactions Group

2010 – 2013

Provided outsourced real estate acquisitions services to public and private investors (domestic and foreign).

- ◆ Clients included: global investment bank, global commercial bank, foreign pension plan, the Republic of Ireland, large publicly traded REITs and private investment firms, large New York law firm.
- ◆ Representative assignments:
 - Underwriting and financial due diligence for the acquisition of over 10 million square feet of institutional-grade office, retail and mixed-use assets and portfolios. Supervised 1-5 junior staff per engagement.
 - Due diligence for the sale of a European bank's \$10.4 billion commercial real estate loan portfolio (239 loans). Managed an 18-member team.

EDUCATION

YALE UNIVERSITY, New Haven, CT
Bachelor of Arts

MASSACHUSETTS INSTITUTE OF TECHNOLOGY,
Cambridge, MA
Certificate in Real Estate

OTHER

- ◆ Enjoy skiing, running, racquetball, travel
- ◆ Yale Class Treasurer; Member of Yale Alumni Schools Committee and 1stGenYale