



# JORDAN DEIFIK

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## REAL ESTATE ACQUISITION AND ASSET MANAGEMENT EXECUTIVE

### Operations Management | Growth & Profitability | P&L | Business Transformation

Delivering high ROI on real estate investments has been a key outcome of a successful real estate acquisition and asset management career. Known for developing effective solutions to challenges and generating a lasting impact on business growth and success. Passionate, entrepreneurial leader characterized by a drive for results, a solid investor/developer perspective, and a proactive approach to problem-solving.

Expertise in commercial real estate development, investment, leasing, and transaction management. Exceptional record leading cross-functional teams while supporting diversity, equity, and inclusion efforts. Recognized as a Forty Under 40 Business Leader by the *Denver Business Journal* and as one of the top five GenXYZ Business Professionals by ColoradoBiz for contributions to the commercial real estate industry and achievements relative to startup companies.

### A collaborative, highly inspirational executive who adds value by:

- Successfully managing complex transactions with a career total exceeding \$3B.
- Leading disposition transactions for a joint venture partner, achieving an equity multiple of 3.38 across three large-scale, master-planned communities.
- Securing \$600M in equity capital from private equity funds, family offices, and high-net-worth individuals. Also obtained \$825M in lender financing, \$118M in public financing, and \$90M in revolving credit lines.

### AREAS OF EXPERTISE

Capital Budgets | Strategic Planning | Real Estate & Leasing | Underwriting | Restructuring | C-Level Relationship Management | Contract Management | M&A | Multisite Operations | Corporate Partnerships | Forecasting & Modeling

### BUSINESS ACUMEN

**INDUSTRY EXPERIENCE:** Real Estate, Management Consulting, Commercial and Residential Construction, Venture Capital, Private Equity, Lending and Brokerage, Gambling and Gaming, Lodging and Resorts

**KNOWLEDGE OF GLOBAL BUSINESS CULTURES:** Based in the U.S., with a solid understanding of global business cultures and proficiency in Spanish.

**COMMUNITY INVOLVEMENT:** Denver Business Journal, Advisory Member | National Jewish Health, Philanthropy & Fundraising Support | McGregor Square Metro Districts, President | CCIM CO/WY Chapter, Member | University of Colorado Women in Leadership Program, Program Advisor

**AWARDS & RECOGNITIONS:** Forty Under 40 Business Leaders, *Denver Business Journal* (2021) | GenXYZ Top Five Business Leaders, *ColoradoBiz* (2021) | Inclusiveness @ Work Award, *Center for Legal Inclusiveness* (2021)

**TECHNOLOGY:** Microsoft Azure, Microsoft Office, Argus Enterprise, Procore, Beautiful.AI, Esri Business Analyst, Buildium Property Management

### EDUCATION

**MASTER OF BUSINESS ADMINISTRATION (MBA) DEGREE** | University of Denver

**MASTER OF ARTS (MA) DEGREE** | Medical Clinical Sciences | Boston University

**BACHELOR OF SCIENCE (BS) DEGREE** | Business Administration & Management | Boston University

**DIPLOMA IN PREMEDICAL STUDIES** | Harvard University Extension

**CERTIFICATIONS** | Certified Financial Specialist | HOME Compliance Specialist (HCS) | Texas Real Estate Sales Agent License | Argus Enterprise Certification | Certified Occupancy Specialist (COS) | Colorado Real Estate Associate Broker License | Procore PM Certification | Tax Credit Specialist – Basic & Advanced (TCS & TCS-A) | CoStar Training

## CAREER HISTORY & ACCOMPLISHMENTS

### Estoc Investments

Estoc is an asset management firm focused on the retail commercial real estate sector. The company leverages deep market expertise to identify, acquire, and optimize retail properties, targeting both stable, income-generating assets and value-add opportunities that require operational or physical repositioning to unlock their full potential.



#### Partner & Investment Committee Member

May 2025 | Present

Responsible for sourcing and executing investment opportunities, raising capital, overseeing property management, and making key decisions throughout the investment lifecycle to maximize returns for investors, accomplished by evaluating and approving investment strategies, ensuring alignment with the firm's objectives, and managing risk.

- **Developed investment plan to raise capital and accelerate portfolio growth by 5x** within 24 months, accounting for timelines and management of demographic and psychographic site selection analytics, due diligence, financing, capital projects, and stabilization activities.
- **Formalized analytic KPIs and reporting criteria** to facilitate the underwriting of prospective opportunities by the investment committee and streamline investor reporting.

### Capstone Aero

Capstone Aero is a management firm specializing in strategic underwriting and investment structuring relative to national infrastructure modalities, with business lines spanning software, consulting services, and real estate development.



#### Chief Operating Officer

March 2024 | May 2025

Led corporate operations, legal and regulatory compliance, and human capital recruitment, training, and retention across all affiliated subsidiary entities.

- **Spearheaded the development and implementation of operational strategies and technology platforms** for messaging and collaboration that leveraged AI and machine learning, resulting in a 30% increase in efficiency and a 20% reduction in operational costs.
- **Successfully led the Pre-Seed fundraising round**, resulting in 1.44x oversubscription in capital contributions within 75% of the period allocated for the raise.

### Bastion, Inc.

Bastion, Inc. is a consulting firm offering executive-level expertise to commercial real estate, business operations, and corporate governance entities.



#### Chief Executive Officer

February 2019 | March 2024

Serve as Senior Advisor to PE funds, institutional investors, family offices, and private investors. Provide creative and strategic solutions for principal real estate investments, development/redevelopment, asset and portfolio management, leasing, and transactional oversight across the United States.

- **Fully leased a 200,000 RSF Class A Office** within 18 months, surpassing the submarket average occupancy by 24% and exceeding the average NNN base rental rate by 12.9%.
- **Re-evaluated a family office portfolio**, revising the valuation and listing proposal to drive an additional \$55M in revenue.
- **Decreased portfolio OpEx by 7.6%** by shifting marketing effort focus, successfully managing costs, and increasing portfolio returns.

## LB Opportunity Fund

LB Opportunity Fund is a discretionary fund focused on value-added real estate investments and related opportunities.

### General Partner & Investment Committee Member

July 2022 | Present

Led the investment strategy and executed value-added real estate initiatives, developing new partner relationships and determining areas for investment consideration.

- **Streamlined Investor and Stakeholder communication**, ensuring clear communication with 50+ investors and eliminating the need for additional headcount for Investor Relations, saving \$250K annually.
- **Exceeded initial funding targets by 17.5%** by leveraging financial modeling experience and creating high-quality pitch decks and investor collateral to maximize fundraising efforts.

### Integrated Properties, Inc.

Integrated Properties, Inc. is a private equity firm specializing in real estate investments, development/redevelopment, land banking, debt instrument issuance and administration, and early-stage capital funding for startups.



### Chief Operating Officer 2019

August 2015 | February

Advanced to this role to redirect investment, ownership, and operational strategy to secondary and tertiary markets to capitalize on growth trends outpacing some gateway markets. Created and directed the execution of business plans, managed P&L, and oversaw the Asset Management team while directing all efforts focused on acquisitions, dispositions, redevelopment, leasing, and asset management.

- **Spearheaded implementation of** a new digital marketing strategy focusing on new multifamily properties with low occupancy, ultimately increasing stabilized occupancy to 95%.
- **Achieved \$225K in annual cost savings** by transitioning to a new property management software, providing streamlined operations and greater data transparency.
- **Orchestrated fundraising initiatives** across diverse capital sources, raising \$450M over 18 months.
- **Conducted an off-market offering** to strategic investors, resulting in a property sale that set a new record on a dollar-per-gross-square-foot basis for the Denver market, bringing in \$14M in gross revenue.
- **Closed a \$200M transaction** to acquire the property for Ocean Casino Resort, overseeing interim financing and ramp-up to opening within six months.

### Vice President of Business Development 2015

March 2011 | August

Led investment strategy while working cross-functionally with Accounting and Marketing teams to analyze and develop key performance indicators (KPIs), trend analyses, and dashboards to monitor operations. Oversaw investor relations, ad hoc projects, and HR for the department.

- **Diversified capital sources** to successfully raise \$150M in LP capital, secure \$50M in operating lines of credit, and negotiate \$325M in mortgage loans and mezzanine debt.
- **Led \$625M in new acquisitions** while overseeing \$170M in disposition transactions.
- **Rebalanced the portfolio**, increasing the firm's Assets Under Management (AUM) by \$101.25M in four years.

### BOARD OF DIRECTOR & COMMITTEE PARTICIPATION

| **BOARD MEMBER** | LawBank, Inc. 2012 – Present | **INVESTMENT COMMITTEE MEMBER** | LB Opportunity Fund, Inc. 2022 – Present | **INVESTMENT COMMITTEE MEMBER** | Estoc Investments 2025 – Present | **BOARD MEMBER** | Capstone Aero 2024-2025 | **BOARD MEMBER AND VICE CHAIRMAN** | Ocean Casino Resort 2017-2019