

John K. Cabell
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210-218-8169
Charleston, South Carolina

Master's in Real Estate, Georgetown University
Concentration in Real Estate Finance 3.7 GPA, Graduated 2025

Bachelor of Business Administration, University of Mississippi
Concentration in Finance, Risk Management, and Insurance, Graduated 2014

Alamo Heights High School, San Antonio, Texas
Graduated 2010

Multifamily Analyst

84 Lumber

September 2023 to October 2024 and May 2022 to October 2022, Charleston

- Created customer proposals and internal take-offs, including pricing for lumber, trusses, paneling, engineered wood products, windows, doors, labor, and hardware.
- Project types included production homes, build-to-rent single-family homes, multifamily complexes, hospitality, and commercial-use buildings. I participated in over 50 project take-offs, with values ranging from \$10 million to \$25 million.
- I worked as a project manager between October 2022 and June 2023. The largest and most impressive project was a four-building project. Two were historical renovations and two new buildings in downtown Charleston, located at 91, 91.5, 93, and 93.5 Spring Street.

Acquisitions Analyst

Brookfield Properties/Maymont Homes

August 2021- December 2021 Charleston, SC

- Acquired single-family homes and included budgeting for renovation work, projecting rents, applying property taxes, and homeowner's association dues (HOA) to underwriting. This provided a thorough understanding of potential investment and market research.
- Markets covered were Jackson, Mississippi, and Little Rock, Arkansas.

Industrial Real Estate Associate

Cushman & Wakefield

February 2019 – February 2021 Baltimore, MD

- Represented institutional and local owners throughout Maryland and represented local and international tenants.
- Responsibilities included creating proposals and communicating deal priorities to all parties involved.
- Created surveys, collected data, and conducted property research, CRM management, coordinated project deliverables and timelines, and oversaw and executed client reporting requirements.

Fixed Income Capital Markets Analyst

Morgan Stanley

May 2016 – February 2019 - Baltimore, MD

- I worked with investment banking teams, sales, clients, and broker-dealers to ensure new issue syndications were allocated correctly and promptly. Internally, I collaborated with fixed income trading desks, the Treasury Department, Technology, and Risk Management teams.
- Assisted and participated in U.S. Treasury and MBS auctions. Regulator reporting and research- MBS, CMBS, High Yield, Investment Grade, and Certificates of Deposits. Maintaining and creating client relationships was key to my team's success in completing ad hoc requests.