

Scott Lowell Podvin



Summary:

Award-Winning Real Estate Developer | 40 Years of Success | \$2 Billion in Developed Assets

Highly accomplished real estate professional with 40 years of experience specializing in development, quantitative investing, business analytics, and financial valuation. Proven track record of leveraging expertise in financial modeling, pricing analysis, and pro forma earnings impact analysis to maximize investment returns and secure the best possible financing terms for clients. Adept at evaluating the reasonableness of pro forma models used in development projects.

Expertise:

- **Real Estate Development & Investment:** Extensive experience transforming concepts into high-value assets, maximizing investment potential through comprehensive development and project management.
- **Quantitative Financial Modeling & Analysis:** Utilize advanced modeling techniques to forecast economic viability, assess risk, and craft robust financial plans for investment decisions, ensuring accurate representation of project potential.
- **Financial Structuring & Valuation:** Devise sophisticated funding structures, optimize capital stacks, and conduct incisive analyses to drive fiscal efficiency and profitability, securing the most favorable financing terms for clients.
- **Pro Forma Analysis & Evaluation:** Possess a keen eye for evaluating the reasonableness of pro forma models used in development projects, identifying potential inconsistencies and ensuring they accurately reflect market conditions and project viability.
- **Business Analytics & Investment Strategies:** Leverage data analytics to inform strategic decision-making, optimize project performance, and identify lucrative investment opportunities within the real estate market.

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□ **Legal Expertise in Real Property & Development:** Leverage legal background for navigating complex property laws, ensuring compliance, and safeguarding projects.

Expert Witness Experience

- Over 10 years of experience preparing expert witnesses for deposition and trial in cases, including class action lawsuits, related to real estate, real estate development, securities, telecommunications, bankruptcies, and foreclosures.
- Proficient in guiding financial experts through complex legal proceedings, ensuring effective communication of data-driven insights.

Expert Witness Preparation and Testimony Experience

- **Real Estate and Development:** Prepared expert witnesses for deposition and trial, focusing on complex real estate development issues, including zoning, land use, and property valuation disputes.
- **Telecommunications:** Facilitated expert testimony in cases involving telecommunications infrastructure, regulatory compliance, and contractual disputes.
- **Bankruptcy and Foreclosure:** Guided financial experts through the deposition process in high-stakes bankruptcy cases and foreclosure proceedings, ensuring clear, concise, and impactful testimony.
- **Business Analytics:** Leveraged extensive knowledge in business analytics and advanced pro forma modelling to support expert witnesses in presenting data-driven insights and analyses during legal proceedings.

Featured Development Projects

These projects showcase my expertise in real estate development, advanced financial modeling, and pro forma analysis, all critical for evaluating the viability of development projects.

- **The Savoy on South Beach Development (Miami Beach):** Led the development of The Savoy on South Beach, including rigorous financial analysis to ensure project viability. Utilized pro forma modeling techniques to forecast economic performance and assess risk, ultimately securing financing with favorable terms.

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- **LSI European Vacation Ownership Resorts (Europe):** Played a pivotal role in acquiring and developing LSI, Europe's largest vacation ownership company. Applied financial modeling expertise to analyze market demands and investment expectations, ensuring projects met pro forma projections.
- **Global Group Resort Expansion (Europe):** Performed comprehensive financial analysis to evaluate the feasibility of resort expansion across Europe. Analyzed pro forma models and assessed the market potential to ensure projects delivered on investment expectations.

Professional History:

- Founder, Skyline Property Experts
- Founder, Capital Advisors USA, LLC
- Developer, The Crest at Waterford Lakes
- Assistant General Counsel, Sunterra Resorts
- Real Estate Development Attorney, Epstein Becker & Green
- Professor, Harvard University, Graduate School of Design

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Education, Teaching, and Research Engagements:

- Master of Management in Energy, Tulane University, A.B. Freeman School of Business
- Renewable Energy and Green Building Entrepreneurship, Duke University
- Executive MBA, TRIUM Global Executive MBA (NYU, LSE, HEC)
- Advanced Management Development Program in Real Estate, Harvard University, Graduate School of Design
- LL.M. Master of Laws in Real Property Development, University of Miami School of Law
- J.D., Nova Southeastern University Law School
- B.A., Tulane University

Licenses and Certifications:

- Florida Real Estate Broker
- National Association of Certified Real Estate Professionals: Certified Real Estate Professional
- Urban Land Institute: Certificate in Real Estate Development and Finance; Certificate in Advanced Pro Forma Modelling: Investment Waterfalls and Value Add Development Projects
- American Resort Development Association: Registered Resort Professional
- US Green Building Council: Leadership in Energy and Environmental Design, Accredited Professional

Professional Societies, Affiliations & Honors:

- Awarded Congressional Medal of Honor for Community Service
- Top 100 Magazine's, 2024 Top 100 Innovators and Entrepreneurs
- US Green Building Council - LEED Accredited Professional
- National Association of Certified Real Estate Professionals
- Advisory Board, Elsevier

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• Advisory Council, Digital Marketing Certificate Program, University of South Florida Muma College of Business

Selected Development Projects:

- The Ridge on Sedona Golf Resort, Sedona, AZ
- Scottsdale Links Resort, Scottsdale, AZ
- Scottsdale Villa Mirage, Scottsdale, AZ
- Sedona Summit Resort, Sedona, AZ
- Los Abrigados Resort and Spa, Sedona, AZ
- The Village at Steamboat, Steamboat Springs, Colorado
- The Coral Sands, Miami Beach, FL
- Ventura at Boca Raton, Boca Raton, FL
- Windjammer Resort and Club, Lauderdale by the Sea, FL
- The Crystal Beach Club, Miami, FL
- Star Island Resort, Orlando, FL
- Avalon Bay, Deerfield Beach, FL
- Casablanca Convention Center, Orlando, FL
- Avalon Bay, Deerfield Beach, FL
- Resort World, Orlando, FL
- The Villas at Vista Center, Lake Buena Vista, FL
- The Oaks, Orlando, FL
- The Spas, Orlando, FL
- Embassy Suites, Orlando, FL
- Cypress Pointe Resort, Orlando, FL
- Polynesian Isles Resort and Club, Orlando, FL
- The International Beach Resort, Ft. Lauderdale, FL
- Marc Hotels & Resorts, Maui, HI

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- Stoneridge, Blanchard, Idaho
- The Highlands, Banner Elk, NC
- The Legends Resort and Country Club, McAfee, NJ,
- The Flagship Resort & Spa, Atlantic City, NJ
- The Inn at Otter Crest, Otter Rock, Oregon
- The Pines at Sunriver, Sunriver, Oregon
- Gatlinburg Town Square Phase I and II, Gatlinburg, TN
- Mountain Meadows, Pigeon Forge, TN
- Carambola, St. Croix USVI
- Vie L'Veu, St. Maarten, USVI - Luxury Resort and Residences
- Beachcomber Resort, Ocean Shores, Washington
- Blackbird Lodge, Leavenworth, Washington

Featured Publications – Research Reports, Case Studies and Articles -

Financial Analysis in Development- *Analyzed proforma projections in relation to actual financial and economic aspects of hotels and resorts. Authored articles such as:*

- “Gross and Net Profits of Franchised Hotels and Resorts”
- “The Economic and Financial Aspects of Developing Hotels and Resorts”
- “Financing and Firm Value in the International Hotel Industry”

Quantitative Modeling and Valuation- *Pioneered the use of quantitative modeling in real estate investment. Authored articles like:*

- “The Quant Revolution in Real Estate Investing”
- “Econometric Modelling of Hotels Worldwide”
- “Decoding The Future of Commercial Real Estate: Quantitative Insights for Superior Returns”
- “The Key to Unlocking Lucrative Commercial Real Estate Deals”

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- “Revolutionizing Real Estate Investing: Quantitative Strategies for High-ROI Projects”

Real Estate Development Innovation- *Advocated for the use of AI, big data, and other emerging technologies to drive development in real estate. Authored articles such as:*

- “AI And Machine Learning: Transforming Real Estate for A Better Future”
- “Artificial Intelligence, Machine Learning and Hotel Development”
- “Revolutionizing the Commercial Real Estate Industry”

Investment Strategies and Market Insights- *Provided expert commentary on real estate investment trends and opportunities. Authored articles such as:*

- “Tokenization of Commercial Real Estate”
- “Unlocking Success: Investment Strategies and Market Insights”

Legal Aspects of Development:

- “Understanding the Structure: Elements of Hotel Franchise Agreements”
- “Construction Agreements and Architectural Contracts: Building Hotels”
- “Mergers and Acquisitions of International Hotels and Resorts”
- “The Blueprint to Joint Venture Success in Commercial Real Estate”

Digital Marketing and Multimedia

Real Estate Development and Investment- *Created a series of videos exploring various aspects of real estate development and investment, with a focus on unlocking commercial real estate potential using quantitative investment strategies and dynamic advanced pro forma modelling. Examples include:*

- “Unlock Your Commercial Real Estate Potential - Strategies for Maximizing Commercial Real Estate Investments” <https://youtu.be/a-A1Pq0UVNw>
- “Blockchain Revolutionizing Real Estate” - Examining the Role of Blockchain Technology in Real Estate Transactions. Watch Video- <https://youtu.be/-07JnMiR0nQ>

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- Partner Up & Strike Gold: The Real Estate Deal of a Lifetime, Watch Video- <https://youtu.be/jhDaliCKihE>

Finance and Quantitative Analysis- Produced informative videos on quantitative analysis, advanced pro forma modelling, business analytics and valuation, and its application to real estate development. Examples include:

- “Numbers Don't Lie! Quant Strategies to Master Real Estate” -- Watch Video: - <https://youtu.be/VUOPiMeABMo>
- “Quantitative Investing Strategies: A Comprehensive Guide” - Delving into advanced techniques for financial modeling and investment analysis.
- Unlocking Real Estate Potential: A Data Driven Approach – Applying Quant Strategies and Advanced Dynamic Financial Models. Watch Video - <https://youtu.be/amBTzyjGzug>