

Bryan Robinson

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FINANCIAL ANALYST

Utilizing technology to analyze data and make strategic business decisions.

- Experienced financial analyst skilled at underwriting real estate projects for investment and strategic repositioning including equity/debt structure
- Strategic thinker who produces and executes on effective real estate business plans
- Skilled at synthesizing data from a myriad of sources to create budgets and forecasts for real estate projects both operational and capital
- Exceptional at creating written financial reports including budget variance reports and investment strategy memos for review by a diverse audience
- Effective collaborator across different teams to deliver high-profile assignments on time with limited oversight
- Self-motivated individual who is continually learning to stay current on industry trends and develop relevant skillsets
- Gifted in written and oral communication with team members and superiors

Areas of Expertise Include

- Real Estate Underwriting
- Asset Management
- Budgeting
- Strategic Asset Planning
- MS Excel & Python Programming
- Quantitative Data Analysis
- Written Financial Reporting
- Market Research
- Project Management

TECHNOLOGIES

Microsoft Excel, ARGUS Enterprise, Appfolio Management Software, Salesforce, Rethink CRM, Costar Commercial Real Estate Database, Jupyter Notebook, Zillow Data API, Python Programming Language

PROFESSIONAL EXPERIENCE

APEX REAL ESTATE PARTNERS – Portland, OR

July 2019 - Present

Financial Analyst

Full-service brokerage firm specializing in commercial and industrial asset acquisition, disposition, and tenant/landlord representation.

Created and utilized Excel and ARGUS Enterprise financial models to determine the value of commercial and industrial assets for acquisition, disposition, and lease. Advised brokers and their clients on the best deal structure to extract maximum value from an asset or lease proposal response. Synthesized diverse financial information including construction budgets, operating expense statements, YTD income statements, and rent rolls into digestible financial models that provided actionable insights, while also being dynamic to changes requested by clients.

- ◆ Created a real estate investment fund financial model with three tiers of General Partner and Limited Partner payouts based on dynamic percentage split inputs
- ◆ Created fully dynamic leasing templates for landlord and tenant facing analyses that incorporated inputs for the main economic factors of each proposal
- ◆ Performed Operating Expense reconciliations for standardizing and forecasting a property's financial performance
- ◆ Wrote and contributed to offering memorandums for investment assets for public and private review of diverse audiences
- ◆ Participated in several client meetings and performed presentations on the findings of my analyses of investment assets

THE MANAGEMENT WORKS – NEWPORT BEACH, CA

September 2014 – November 2018

Community Manager

Investment and management company with over 45 years of experience in multifamily and commercial properties

In charge of managing daily property operations in compliance with federal, state, and local laws. Coordinated collection and documentation of all revenues following lease obligations. Administered and reviewed budgets and community financials of entire company portfolio and prepared written financial reports for review by respective stakeholders. Managed all leasing campaigns utilizing both online and offline methods and enforced community rules as detailed in lease documentation. Managed several capital projects in conjunction with the maintenance team and contractors.

- ◆ Managed 250 units spread across 5 separate assets
- ◆ Analyzed and reported on financial information involving \$14.5 million in annual revenue across company portfolio
- ◆ Managed several rehabilitation projects resulting in a 32% increase to NOI to their respective properties
- ◆ Analyzed credit data, financial statements, and payment records to assess the risk of default by prospective residents

EDUCATION & CERTIFICATIONS

MS Finance, University of Oregon, Eugene, 2019

BA Journalism, University of Oregon, Eugene, 2014

ARGUS Enterprise Certified

Oregon Real Estate Agency Licensed Broker #201221316

Interests: Fly Fishing, Golf, Literature, Camping, Technology, Travel, Food