

ERIC VALCHUIS

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Real Estate Investment and Development

Driven to improve the lives of Californian communities through thoughtful real estate development. Grounded by experience in management consulting, real estate investment, development, and a master's degree in urban planning. Fast to learn and take initiative, comfortable adapting to new work environments, and equipped with a lifelong interest in improving the built environment.

EDUCATION

University of California, Berkeley

2018—2020

Master's Degree, City and Regional Planning, Certificate in Real Estate

- Falik Family Fellow; Chamberlain ULI Fellow, Caryl C. Weiss Scholar, and California Homebuilding Foundation Scholar.
- Elected as Co-President of Berkeley's Real Estate Club—the cross-university club for graduate students interested in real estate.
- Competitor in: UT Austin National Real Estate Challenge (1st place of 20), Morgan Stanley Sustainable Investment Challenge (top 4 of 120), HUD Innovation in Affordable Housing Competition (2nd of 65), and Harvard Real Estate Venture Competition (top 10).
- Researcher at the Center for Community Innovation (CCI) studying accessory dwelling units (ADUs) and the Turner Center for Housing Innovation studying barriers to residential development.
- Master's thesis is a business plan for a company that will provide loans to homeowners want to build an ADU.

Georgetown University

2008—2012

B.A., History, Cum Laude

PROFESSIONAL EXPERIENCE

Related California

2019

Summer Affordable Housing Associate

San Francisco, CA

Learned the political, financial, and logistical intricacies of developing tax-credit projects in California. Interfaced daily with both external stakeholders and Related's c-suite executives.

- Project managed the master planning of a 13-acre site and Related's parcel therein. Conducted legal negotiations with co-developers and constructed financial model to inform program and design.
- Coordinated Related's response to a Mountain View, CA RFP which led to the firm's admission into the final round of evaluation. Produced the financial model and worked with nonprofit partner and architects to craft a 60+ page response.
- Co-created a framework for Related to increase its affordable housing development pipeline by partnering with market rate developers and presented the framework to Related California's CEO.

Bristol Group, Inc.

2015 – 2018

Acquisitions and Asset Management Associate (promoted from Analyst)

San Francisco, CA

Added \$70M+ worth of property to Bristol's portfolio by leading underwriting, due diligence, and business plan development.

Managed 1.6M+ square feet of property worth \$223M within various asset classes, including multifamily, office, and industrial.

Gathered data and performed market research (demographic, economic, real estate) to track market conditions and trends.

- Successfully pitched the acquisition of 44 acres of land in San Antonio to build single-family rental housing. Performed underlying due diligence, financial underwriting, contract negotiations, and overcame the complexities of investing in an untested product.
- Assumed management of a small-bay industrial property following a failed sale process; increased NOI over 12 months, directed second sale for \$3.5M over highest bid from the previous year and set a record cap-rate for this product in South Florida.
- Led the remediation of a Bristol apartment building nearly destroyed by Hurricane Irma. Dedicated three weeks on site in Fort Myers to triage resident needs and manage legal, insurance, construction work for the \$5M project.

Accenture

2012 – 2015

Strategy Consultant (promoted from Analyst and Senior Analyst)

San Francisco, CA

Recruited from college into Accenture's Strategy Development Program to consult for Fortune 500 companies. Promoted twice in two years. Each client contract was extended at least once. Assigned to 13+ projects and 3 clients over 29-month tenure.

ADDITIONAL

- Proficient in Excel, PowerPoint, Argus, and QGIS.
- Completed backcountry skiing program at National Outdoor Leadership School (NOLS); volunteer white-water raft guide.
- Studied abroad in Paris, France and Cape Town, South Africa.