

# Leora Y. Hakim

310.248.0226 • leorahakim@yahoo.com • linkedin.com/in/leorahakim

## EDUCATION

**University of Southern California** Los Angeles, CA  
*Bachelor of Science in Business Administration, Marshall School of Business* Class of 2019  
*Bachelor of Science in Real Estate Development, Sol Price School of Public Policy* GPA: 3.81

**Honors:** Magna Cum Laude, Gamma Sigma Alpha – VP of Finance, Order of Omega – VP of External Affairs, Dean’s List, National Society of Collegiate Scholars (NSCS)

**Scholarships:** George and Shirley Isaacs Endowed Real Estate Scholarship, Michael House Endowed Scholarship for Real Estate, Alumni Association Scion Scholarship, California Homebuilding Foundation Scholarship

**Relevant Coursework:** Real Estate Computer Modeling, Business and Real Estate Finance, Designing Livable Communities, Shaping Cities Through Real Estate: Residential & Commercial, Planning and Development, Real Estate Market Analysis, Real Estate Law

## WORK EXPERIENCE

**Wells Fargo Commercial Real Estate (CRE)** Los Angeles, CA  
*Senior Financial Analyst* July 2019 – Present

- Underwritten over \$490MM of commercial real estate construction and bridge acquisition loans for various asset types across the U.S. with an emphasis in Los Angeles and the state of Hawaii
- Present deal memorandums to the senior credit team that include a detailed overview, loan sizing, proposed structure, market analysis, and risk assessment of the prospective loan
- Partner directly with Senior Vice President on four portfolios to underwrite loan modifications in excess of \$170MM for properties that have been impacted by the COVID-19 pandemic and are underperforming
- Prepare financial models for 13 borrower portfolios to analyze performance of each loan and monitor continued covenant compliance on a quarterly basis for multifamily, retail, office, industrial, self-storage, and affordable housing projects
- Deliver quarterly reports on Hawaii’s commercial real estate market that discuss trends across all asset types, the impacts of tourism on hospitality and retail, and provide analyses of existing exposure and prospective borrowers

**Jamison Properties, LP** Los Angeles, CA  
*Real Estate Project Management and Development Intern* May 2018 – August 2018

- Collaborated with President on a cost-benefit analysis and financial proforma to propose a height district change and general plan amendment for development of a Tier 3 Transit Oriented Community (TOC) multifamily complex in place of a hotel
- Completed statistical and financial valuation of eight comparable mixed-use buildings in Koreatown to determine competitive rent prices for furnished and unfurnished apartments as well as corporate housing units
- Evaluated architectural plans and consultant recommendations for a new assisted living and memory care (ALMC) facility and proposed to President that common area amenities be relocated to peripheral areas to maximize residents’ access to sunlight

**KOSS Real Estate Investments** Santa Monica, CA  
*Brokerage and Marketing Intern* May 2017 – September 2017

- Performed market analysis for 12 high-end shopping areas throughout greater Los Angeles and established networks with 100+ luxury boutiques owners and retailers to expand their brand at or relocate to The Malibu Country Mart
- Redeveloped online marketing database and advanced contact to 1,500+ commercial brokers citywide
- Planned the “Summer Block Party” at The Malibu Country Mart alongside the Marketing Director, and booked 14 vendors for the event which hosted over 200 shoppers and local community members

## LEADERSHIP & INVOLVEMENT

**Price Real Estate Alumni Association (PREAA)** June 2019 – Present

**Trojan Real Estate Association (TREA)** August 2015 – May 2019  
*Member*

- Attend panels hosted by real estate professionals and USC alumni who work in development, finance, brokerage, architecture and design, to develop a strong and personal network across various real estate sectors
- Participate in site visits of construction projects to gain insight of commercial and residential real estate project management

**Alpha Delta Pi Sorority, Alpha Psi Chapter** August 2015 – May 2019  
*Finance Assistant; Recruitment Interior Decorating Chair*

- Allocated proper officer budgets, processed reconciliation forms, and ensured all members pay dues to avoid delinquency
- Led a team of 25 sorority members and parent volunteers to design 14 bedrooms and all common areas throughout the house, including arrangement of all furniture to maximize space and implementation of cohesive décor based on various themes

## SKILLS & INTERESTS

**Languages:** Bilingual in English and Farsi, intermediate Hebrew, and beginner Spanish

**Computer Skills:** Proficient in Microsoft Office, CoStar, CompStak and SketchUp; Beginner ARGUS, Salesforce, and Bluebeam Revu

**Interests:** Interior design, indoor volleyball, MasterClass, bullet journals, and exploring new podcasts