

CHARLES (CHARLIE) SHERMAN

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate, Majors in Finance and Real Estate

2020 – 2022

- Board Member of Wharton Real Estate Club; Member of P/E & V/C Club, Ski & Snowboard, Basketball, Golf, Hockey, and Food club

UNIVERSITY OF VIRGINIA, MCINTIRE SCHOOL OF COMMERCE

Charlottesville, VA

Bachelor of Science in Commerce; Concentrations in Finance and Accounting with track in Real Estate

2011 – 2015

- Pancakes for Parkinson's Fundraising Committee Chair
- Fraternity Treasurer for Delta Psi (St. Anthony Hall)

EXPERIENCE

THE CARLYLE GROUP

Washington, DC

Senior Associate, U.S. Real Estate

2020

Associate, U.S. Real Estate

2017-2019

- Coordinated with three-person teams to manage over 15 multifamily and student housing properties and a single family rental portfolio (~\$1.7B capitalization) across two opportunistic funds and one core-plus fund
- Performed acquisition underwriting and due diligence support to guide management decisions on viability of potential investment opportunities
- Created and maintained financial DCF models and NPV valuations to benchmark individual deal performance on a monthly basis
- Produced quarterly reports to review with Fund Head and develop go forward business plans to maximize investment returns
- Created student housing pricing model increasing year-over-year occupancy by ~10%
- Led calls with joint venture partners on strategic initiatives and best practices to optimize portfolio value
- Received an early promotion from Associate to Senior Associate after approximately two years

Amherst – Single Family Rental Portfolio

- Coordinated with three-person team to manage a portfolio of ~2,000 single family rental homes (~\$525M total capitalization)
- Built framework to track deal performance for all future deals in single family rental sector, resulting in quadrupling investment size within 12 months and investing in two new programmatic ventures

Elan Powers Ferry

- Executed acquisition underwriting and due diligence for multifamily development in Atlanta, GA (~\$62M total capitalization)

COUSINS PROPERTIES

Atlanta, GA

Asset Management and Investments Analyst

2015 - 2017

- Performed DCF and NPV financial modeling using Argus and Excel to value potential acquisitions
- Utilized Excel to underwrite potential and under-construction development opportunities
- Provided asset management support and Net Effective Rent analysis to market leaders determine desirability of potential tenant leases
- Built and entrusted with strategic analysis model to determine if certain company departments were accretive
- Produced deliverables for the Board, CEO and COO, and internal Investment Committee
- Reported directly to COO (now CEO)

Cousins Properties/Parkway Properties Merger

- Created financial model and analysis on \$2B+ acquisition of Parkway Properties with subsequent spin-off of Houston office portfolio

ADDITIONAL INFORMATION

Shadwell Society (University of Virginia) – Membership Committee

2017 – Current

- Engage with alumni and friends of the University to provide support, meaningful service, and future leadership to the Jefferson Scholars Foundation
- Lead three-member committee tasked with recruiting new members

The Westminster Schools – Washington DC Alumni Chapter President

2017 – 2020

- Oversaw 10-person council to sponsor events and encourage involvement with alumni living in the Washington D.C. area

Other Skills

- Argus DCF and Enterprise
- Proficient with Microsoft Excel, Word, Outlook, and PowerPoint