

# CHARLES (CHARLIE) SHERMAN

201 S 18<sup>th</sup> St Apt 1909, Philadelphia, PA 19103 | [shermc@wharton.upenn.edu](mailto:shermc@wharton.upenn.edu) | 404-863-7200

## 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