

ARIEL MICHAEL STERN

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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

- Director's List (awarded to students ranking in the top 10% of their class year based on GPA); 750 GMAT (98th percentile)
- W. Bruce Barrow Scholarship (exceptional personal achievement); Richard Frost Award (advancing Wharton real estate program)
- Real Estate Club (VP of Finance), Jewish Association of MBAs (Co-President), Alumni Fellow, Wharton Wildmen Hockey Club

UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Bachelor of Arts; Major in Economics, Minors in Mathematics and Statistics

2011-2015

- *summa cum laude*, GPA: 3.84 / 4.00
- Leadership: VP of The International Economics Honor Society, Education Chair of Penn Israel Public Affairs Committee

EXPERIENCE

GREYSTAR

Newport Beach, CA

Summer MBA Intern, Acquisitions

Summer 2021

- Underwrote 250+ unit multifamily properties in Texas, Colorado and the Midwest for Firm's value-add and core plus strategies
- Underwrote 500+ bed student housing properties across the United States for Firm's student housing investment vehicle

SUMAIDA + KHURANA

New York, NY

Senior Associate, Acquisitions and Development

2019-2020

- Directed development of 500-foot Manhattan condominium tower to ensure acceptable financial returns and lender compliance
- Underwrote investment opportunities in New York City and Miami through rigorous financial modeling and market research
- *\$290mm development of 36-story residential tower in Hell's Kitchen, Manhattan designed by Pritzker Prize winner Álvaro Siza*
 - Engineered restructuring of construction loan parameters, including removal of interest reserve requirement and establishment of property tax cost-sharing plan, to achieve greater financial flexibility during construction
 - Developed robust waterfall model to track historical and current equity inflow as well as future cash distributions
- *\$180mm development of 21 premier luxury beachfront condominiums in Surfside, FL*
 - Managed five-person team of architects and brokers to optimize unit count, layouts and pricing given zoning restrictions
 - Drove investor meetings with potential limited partners to lock in equity capital for initial \$60mm land acquisition

THE GEORGETOWN COMPANY

New York, NY

Associate, Acquisitions and Development

2018-2019

- Spearheaded \$500mm of new office, multifamily, hotel and retail development in the Easton submarket of Columbus, OH
- Oversaw financial performance and ARGUS for the 300-tenant Easton Town Center, one of Ohio's largest shopping complexes
- *\$100mm development of 350-unit upscale multifamily building in Columbus, OH*
 - Guided six-person team of architects and contractors through value engineering process to reduce project budget, decreasing hard costs by \$13mm through unit layout efficiencies and building material substitutions
 - Constructed dynamic pro forma model to evaluate financial return metrics and inform key investment decisions
- *\$27mm development of 110,000 sf, class A+ office building in Columbus, OH designed by Gensler*
 - Led underwriting process for \$18mm construction loan, including negotiating loan parameters and terms with lender
 - Negotiated 10-year lease, committing anchor tenant to 11% higher rent and 9% lower TI allowance than the initial proposal

EVERCORE

Menlo Park, CA

Senior Analyst, Mergers and Acquisitions

2017-2018

Analyst, Mergers and Acquisitions

2015-2017

- Advised client management through the company acquisition process to optimize for price and speed of transaction
- Created valuation analyses of technology and technology-affiliated companies for strategic buyers and financial sponsors
- *\$300mm sale of Stroz Friedberg to Aon*
 - Built relationships with professionals at over 60 private equity and strategic companies to ensure competitive sale process
 - Crafted sum-of-the-parts analysis to highlight company's 50% higher growth and 5% higher margin cybersecurity segment
- *\$500mm sale of LogicNow to SolarWinds*
 - Increased SolarWinds' offer price by \$75mm by emphasizing revenue synergies with LogicNow's remote management tool
 - Directed five-person Company management team in creation of investor presentation materials, highlighting the Company's impressive 36% annual recurring revenue expansion and 117% net dollar retention

ADDITIONAL INFORMATION

- **Interests:** poker, soccer, cross country, classical piano, hiking, whitewater rafting
- **Additional Proficiencies:** ARGUS, Microsoft Office, FINRA Series 79 & 63, Hebrew (advanced), Spanish (advanced)