

CAROLINE (CALLIE) MEISEL

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Major in Real Estate & Organizational Effectiveness

2022-2024

- Club Leadership: Wharton Real Estate Board, EVP of Diversity & Inclusion

VANDERBILT UNIVERSITY

Nashville, TN

Bachelor of Arts; Major in Political Science & Minor in Communication Studies

2013-2017

- GPA: 3.90, *magna cum laude*
- Honors societies membership: Phi Beta Kappa; Phi Sigma Alpha; Lambda Pi Eta

PROFESSIONAL EXPERIENCE

REDCAR PROPERTIES Real estate private equity firm focused on creative office redevelopment

Los Angeles, CA

Investments Associate Intern

Summer 2023

Supported Investments team with various deals in all stages from acquisition to asset management

- Led underwriting and content creation for quarterly and annual reporting updates of 20-asset portfolio
- Built office acquisition and development models with varying capital structures to analyze feasibility and profitability of different investment opportunities and renovation plans
- Managed team of undergraduate interns and assisted with training of two new analysts
- Developed and pitched personal investment thesis for Culver City and Chinatown submarkets as part of final internship project

JONES LANG LASALLE

Chicago, IL

Capital Markets Analyst, Debt & Equity Placement

2018-2021

Capital Markets Associate, Debt & Equity Placement

2021-2022

Spearheaded commercial real estate underwriting, market research, and offering memorandum creation in financing efforts ranging from \$2-300 million across the capital structure for various asset types

- Collaborated with deal teams to underwrite all property types (except hotels) and ground-up development projects for debt financing and/or raising equity; managed 20-30 active deals at any given time and closed deals totaling \$3.5+ billion
- Selected as only Associate to serve on national DE&I committee and as member of Chicago office's hiring committee

Select Transaction Experience

\$77.3 million equity raise and debt financing for a 42% pre-leased office development in River North – Chicago's first post-COVID office financing to close outside of Fulton Market (the most up and coming innovation market in Chicago)

- Built ARGUS Enterprise and development model in Excel; provided market data and collaborated with ownership and leasing teams to determine appropriate market assumptions

\$260 million high-profile refinance of Wolf Point East, one of the most prominent multifamily towers in Chicago

- Analyzed market data and due diligence materials such as leases, financial statements, and property tax bills to inform underwritten pro forma and understand return metrics (debt yield and debt service coverage ratios)
- Led discussions with select lenders to pitch the opportunity and negotiate deal terms in a competitive process to produce the most favorable debt terms for the owner; ultimately received quotes from more than 30 lenders

\$258 million equity raise and debt financing for development of Four Seasons Private Residences Washington, DC, an ultra-luxury residential building projected to sell out at 50% above current top-of-market condominiums pricing

- Crafted persuasive narrative in financing memorandum detailing investment highlights, property specifics, ownership's business plan, and market data including national and global sales comparables
- Ran various equity waterfall models, cost of capital analyses, and pricing sensitivity analyses

ADDITIONAL INFORMATION

- **Skills:** Writing, ARGUS Enterprise, market research (CoStar, Real Capital Analytics, Axiometrics), organization
- **Interests:** Playing tennis and pickleball; reading historical fiction books; shopping sustainable fashion; baking chocolate-y desserts; hiking for spectacular views