

# James Marsella

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## EDUCATION

### B.S. - Economics, Real Estate, and Legal Studies

Sep 2020 - May 2024

*Wharton School of Business, University of Pennsylvania, Philadelphia, PA*

3.9/4.0

*Relevant Coursework: Real Estate Investments, Real Estate Law, Urban Fiscal Policy Corporate Finance, Accounting, Negotiations (voted "Most Effective Negotiator"), Multivariable Calculus*

### High School

Sep 2016 - May 2020

*Providence Country Day School, East Providence, RI*

*4.2/4.0 (Weighted); two time Mock Trial State-Champion(sen. capt.); Four-year Varsity Soccer(sen. capt.); Four-year Varsity Baseball; Head of Community Standards Committee*

## EXPERIENCE

### Incoming Analyst

*Eastdil Secured, Boston, MA*

Sept 2023 - Present

### Summer Analyst

*Eastdil Secured, Boston, MA*

Jun 2023 - Aug 2023

- Created a BOV for a Life Science building and presented my valuation and sales strategy in the form of a pitch to a prospective client
- Trained on multiple Argus and Excel cases daily
- Participated in Eastdil Secured's rigorous training program
- Created a market report highlighting recent trends and short-term projections for the Boston Metropolitan real estate market
- Aided equity and debt brokerage teams in market research, valuations, and presentations

### Asset Management Intern

*AvalonBay Communities, Arlington, VA*

Jun 2022 - Aug 2022

- Led the planning and budgeting of the construction of detached garages at a community
- Created an ESG proposal surrounding smart home technology and presented to management
- Analyzed competitors' financial statements and mapped trends in CapEx spending
- Evaluated the New England, New Jersey, and Mid-Atlantic portfolios for CapEx and pricing opportunities
- Performed market research on competitor amenities and pricing trends
- Assisted in and collected for the closeout process for dozens of properties
- Worked in Microsoft Excel daily

### Legal Intern

Jun 2021 - Aug 2021

*Paolino Properties, Providence, RI*

- Led the licensing, trademarking, and permitting of The Beatrice Hotel in Providence
- Worked daily with General Counsel on a variety of legal issues
- Drafted legal documents and deliverables for Counsel and Director of Sales & Leases
- Performed market research for Hotel Management

### Intern

May 2020 - Jun 2020

*Rhode Island Housing, Providence, RI*

## ORGANIZATIONS & HONORS

**Wharton Undergraduate Real Estate Club (Development)**

2020 – Present

**International Real Estate Club (Campus Manager)**

2023 – Present

**Wharton Business & Law Assoc. (Internal Affairs)**

2020 – Present

**Wharton Undergraduate Consulting Club (Events)**

2021 – Present

**John Marshall Pre-Law Honor Society (External)**

2020 – Present

**Alpha Epsilon Pi**

2021 – Present

**Cum Laude Society**

2020 – Present