

# Joanna Lin

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## EDUCATION

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**University of Pennsylvania**, Huntsman Dual-Degree Program, Philadelphia, PA Expected: May 2024

- *The Wharton School*: Candidate for BS in Economics, concentration in Real Estate
- *College of Arts and Sciences*: Candidate for BA in International Studies, minor in French
- *GPA*: 3.94/4.00
- *Relevant Coursework*: Real Estate Investments; Corporate Finance; Accounting; Monetary Economics and the Global Economy; Urban Fiscal Policy; History and Crisis of the Euro Zone; Design After the 21<sup>st</sup> Century

**Ronald N. Davies High School**, Fargo, ND May 2020

- *GPA*: 4.00/4.00

## PROFESSIONAL EXPERIENCE

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**Blackstone**, *Incoming Summer Analyst – Real Estate Acquisitions*, New York City, NY May 2023 – Aug. 2023

**Starwood Property Trust**, *Summer Analyst – CMBS Originations*, Miami, FL June 2022 – July 2022

- Analyzed potential conduit lending opportunities by conducting due diligence on properties and sponsors based on underwriting models, market research, and past securitizations to assist Starwood Mortgage Capital team
- Coordinated with in-house B-piece investment team and capital markets group to develop credit memos and analyze sensitivity of loan proceeds based off DSCR and Fitch Ratings breakeven models
- Researched and presented final project comparing CMBS market performance and issuance levels during the Great Financial Crisis versus the Covid-19 recession

**JBG Smith**, *Rotational Shadowing Program Intern*, Washington D.C. Aug. 2021

- Closely shadowed the SVP of Development and the Head of Smart City Initiatives for National Landing—the development masterplan housing Amazon’s HQ2 that aims to be the first 5G city in the world

**Artemis Real Estate Partners**, *Real Estate Private Equity Intern*, Washington D.C. July 2021

- 1 of 35 undergrads selected nationally for Summer Enrichment Program (SEP)
- Collaborated with 4 interns to develop investment recommendation for \$32MM industrial development property by assessing investment memorandums, conducting market research, and performing an underwriting analysis
- Formally presented investment thesis to senior executives in the Artemis Investment Committee

**Resonate**, *Founder & Executive Director*, Fargo, ND Aug. 2018 – Oct. 2020

- Founded 501(c)3 nonprofit that inspired 1 in 2 student audience members to be more musically involved through innovative regional performance series
- Raised over \$14,000 in 2 years through consistent fundraising, grant writing, and benefit concerts
- Established and led Board of Directors to address problems and execute mission alongside community leaders

## LEADERSHIP EXPERIENCE

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**Wharton Undergraduate Real Estate Club**, *Head of Treks Committee* Aug. 2021 – Present

- Plan and lead immersive treks for club members to meet with leading real estate developers and investors, and to tour trophy assets in markets including NYC, Los Angeles, and Philadelphia

**Penn Student Women in Real Estate**, *Head of Speakers Committee* Aug. 2021 – Present

- Organize speaker events and professional panels, including the annual Spring Symposium
- Invite speakers with a focus on bringing underrepresented voices and topics in real estate to campus

**Penn Social Entrepreneurship Movement**, *Head of Module Development for SPIRE Incubator* Jan. 2021 – Present

- Develop engaging PowerPoint curriculum teaching entrepreneurship and business development
- Provide long-term mentorship and individual feedback to student founders in 10-week start-up incubator

## LANGUAGES and INTERESTS

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**Languages**: Spanish (Advanced), French (Advanced), Mandarin (Fluent)

**Interests**: Traveling, Hiking, Pilates, Sustainability, Art History, Ben & Jerry’s