

ANDREA BLUMENCWEIG

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Major in Real Estate

2022-2024

- Leadership: Women in Real Estate Co-President, Real Estate Club EVP of Operations, Spring 2024 TA Real Estate Development
- Club Involvement: Women in Business, Wharton Latin American Association, Wharton Retail Club, Career Fellow

NEW YORK UNIVERSITY

New York, NY

Bachelor of Arts in Politics, Right & Development; Economics Minor

2012-2016

- Participated in NYU Global Studies Program: spent first year in Paris and third year in London.

EXPERIENCE

Vessel Technologies (Series A - Real Estate Multifamily start up).

New York, NY

Summer Strategy Intern

Summer 2023

- Defined and implemented an 8-step process to enter a new market. Conducted market analyses to identify investment opportunities in three states. Worked closely with third party consultants to analyze over 100+ viable sites.
- Created 10+ process memos for the company's stabilized growth trajectory. Researched and presented a three year business plan on company's growth

HASTA CAPITAL (Real Estate Multifamily Fund founded by Ex Greystar Executives with \$1BN AUM).

Mexico City, Mexico

Development Director

2019-2022

Senior Associate

2018-2019

Associate

2016-2018

- Helped firm reach US\$1 billion AUM in the United States after five years of operation. Participated in road shows; found investors and debt capital partners; fostered relationships.
- Formed part of founding team of five as first associate. Built HASTA templates for investment memos, financial models, and presentations. Devised a budget tracker to compare performance of each property to HASTA proforma and historical NOIs.
- Negotiated debt term sheets for third parties with the Mexican Federal Bank for two multifamily deals worth over US\$45 MM. Composed comprehensive investment thesis on multifamily in Mexico for the Mexican Federal Bank to approve debt placement on multifamily projects.
- Worked on HASTA's first joint venture to acquire US\$100 MM of multifamily projects in the US; assisted in acquisition of three deals. Underwrote, walked, and created investment memorandums for the properties.
- Led team of three on two consulting projects for a 400+/200+ unit multifamily development deal: approved design for project, owned financial model, developed property budget, and created rent schedule.
- Composed in-depth quarterly investor reports for HASTA's ten properties in the US.
- Developed a study on rental market in Santiago, Chile focused on viability of market; designed a rental housing strategy for HASTA and convinced HASTA's investment committee Chile was a good market to invest in, led HASTA to open offices in Chile.

Selected Transaction Experience:

BAU CH511 (62-unit multifamily development on Avenida Chapultepec in Mexico City)

- Identified and drove HASTA's second high rise deal in Mexico worth US\$10.5 MM: located site, underwrote deal, received board approval, negotiated purchase and sale agreement, created investment vehicle, and raised capital to buy land.
- Managed post-close budget, architectural and design process, permitting process. Forecasted 30% IRR and 13% Trended Yield.

Insurgentes 114 (162-unit multifamily development on Avenida Insurgentes in Mexico City)

- Sourced first multifamily development deal in Mexico worth US\$15MM; made initial introduction to landowner, underwrote deal, received board approval, negotiated land contribution.
- Managed post-close budget, architectural and design process, permitting process. Forecasted 35% IRR and 15% Trended Yield.

Prospect Hall Apartments (376-unit multifamily acquisition in Frederick, Maryland)

- Participated in HASTA's first acquisition in the US. Underwrote deal, created investment presentation to LP.
- Created and maintained performance tracker to deal proforma, joined weekly asset management calls, monitored value add strategy.
- Successful 1031 exchange with a 22% IRR.

ADDITIONAL INFORMATION

Languages: Spanish (native); French (fluent); Italian (advanced).

Organizations: Zell/Lurie Center member, Urban Land Institute, and GRI.

Interests: travel (visited 30+ countries), food, tennis, pickle ball, yoga, hiking, reading.