

GRIFFIN SMILOW

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203-727-8769

EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Master of Business Administration Candidate; Majors in Finance and Real Estate

Philadelphia, PA

2023-2025

- Wharton Real Estate Club, VP of Case Competitions
- University of Texas at Austin National Real Estate Challenge team captain

YALE UNIVERSITY

Bachelor of Arts in Economics

New Haven, CT

2014-2018

- Selected coursework: Real Estate Finance, Cases in Commercial Real Estate, Real Estate in Economy and Society, Spatial and Urban Economics, Introduction to Architecture, American Architecture and Urbanism

EXPERIENCE

RELATED COMPANIES

Analyst, Retail Asset Management – The Shops at Columbus Circle

New York, NY

2021–2023

- Built property-level ARGUS Enterprise models used for cash flow projection, valuation modeling, and sensitivity analyses to determine long-term strategic asset management of Midtown Manhattan shopping mall valued at over \$500M
- Developed financial models for evaluation of single- and multi-tenant leasing and redevelopment scenarios for tenants including Whole Foods, Per Se, Masa, Williams Sonoma, H&M, and other comparable national retailers
- Prepared monthly cash flow reforecasts presented to CFO; tracked entire P&L of asset with NOI over \$20M
- Presented quarterly 5-year financial forecasts to C-suite executive team
- Interfaced with Leasing, Operations, Construction, and Accounting teams to ensure forecast accuracy
- Tracked leasing and capital assumptions, Covid-related amendments, and A/R balances
- Produced annual budgets, quarterly reforecasts, and corresponding variance reports (cash & accrual bases)
- Liaised between internal departments (Lease Admin, Accounting) and external parties (Lenders, LPs)
- Led analysis to determine efficacy of proposed celebrity-branded food hall development
- Prepared ad hoc reports including but not limited to monthly F&B sales trends analyses, loan compliance test, NYC Department of Finance RE Tax appeals, and assorted LP requests

BRIXMOR PROPERTY GROUP

Analyst, Financial Asset Management

New York, NY

2018–2020

- Prepared and analyzed portfolio forecasts for annual budgets and quarterly reforecasts used by executive teams for earning calls and internal business planning
- Forecasted metrics such as rent growth, occupancy, and leasing activity for ~100 property North Region
- Created reports to analyze performance of 2,500+ retail tenants and identify financial risks
- Maintained financial models for North region by monitoring and updating assumptions in ARGUS Enterprise
- Analyzed potential redevelopment scenarios and leasing opportunities for North region to optimize return on investment while balancing merchandising mix of properties
- Prepared redevelopments underwriting using metrics such as value creation, cash-on-cost and sensitivity analyses
- Created 10-year cash flow DCFs to determine disposition properties using ARGUS Enterprise and Excel
- Underwrote CAM, tax, and insurance recoveries for over 300 tenants in ARGUS Enterprise
- Onboarded four new team members, including organizing group's summer internship program and creating comprehensive Excel and ARGUS Enterprise training packages

ADDITIONAL INFORMATION

- **Technical Skills:** ARGUS Enterprise, JD Edwards, Salesforce, BI, Hubble
- **Interests:** History of the Roman Republic (Latin proficiency), NHL ice hockey, Southeast Asian cuisine, squash, skiing