

## ALEXANDER S. GARI

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### EXPERIENCE

#### WELLTOWER

Investment Associate

New York, NY  
Jan 2022-Oct 2023

MBA Summer Associate

Summer 2021

- Closed 7 built-to-rent and multifamily deals and 1 medical office transaction across the US, totaling \$450m+ in capitalization
- Completed investment memoranda, presented deals to the investment committee, and led closings
- Underwrote and presented recommendations for \$2.5B+ of new acquisition and development opportunities across the US
- Created the company's widely adopted built-to-rent development model with structured partner cash flows and returns
- Stabilized and managed assets across multiple built-to-rent communities by working with third-party property managers
- Launched cross-functional groups to share best practices for underwriting, development, and leasing operations
- Negotiated legal documents, including purchase and sale, property management, and construction management agreements

#### Representative Transaction Experience

- *\$91 million 176-unit built-to-rent development—Chicago MSA:* Underwrote, presented to investment committee, closed on land, and oversaw development of the community
- *\$45 million 150-unit built-to-rent forward take-out acquisition—Dallas MSA:* Underwrote, presented to investment committee, negotiated PSA, conducted due diligence, and closed on separate tranches of homes

#### WRIGHT PARTNERS REAL ESTATE DEVELOPMENT

Intern

Media, PA  
Summer-Fall 2020

- Developed ARGUS models, underwrote retail and office opportunities, and created cashflow and waterfall models
- Conducted due diligence through review of contracts, leases, operating expenses, and CoStar market research/comp analyses
- Secured \$15mm in debt for 3 separate deals; aggregated and summarized debt terms for existing 25+ loan documents
- Spearheaded new Yardi property management software decision and implementation

#### GOLDOLLER REAL ESTATE INVESTMENTS

Intern

Philadelphia, PA  
Summer 2020

- Underwrote 16 value-add multifamily deals in Excel totaling \$657mm for 5,778 units

#### PHYSICIAN PARTNERS OF AMERICA

Senior Business Consultant

Business Analyst Consultant

Tampa, FL  
2018-2019  
2016-2017

- Led project to enroll patients into care program and trained 32 clinical practice managers and system analysts
- Initiated and executed Medicare quality reporting measures for providers, resulting in \$100K+ in annual incentive revenues
- Produced financial model that incorporated 101 service-line locations and provided insights for saving \$2M+ annually
- Initiated quality control and operational improvements for portfolio of 3 pharmacies, resulting in \$1M in profits

#### INFLECTION

Business Development Associate

Redwood City, CA  
2015-2016

- Acquired 5 new partners, created marketing campaigns to evaluate the success of a new partner channel, negotiated contracts, and managed 60 affiliates, accounting for 20% of company revenue

### EDUCATION

#### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

*Master of Business Administration; Double Major in Real Estate and Finance*

Philadelphia, PA  
2019-2021

- GPA: 3.7 / GMAT: 740 (97th Percentile)
- Joseph Wharton Scholarship for exceptional professional, academic, and personal achievement
- Awards: Spring 2020 Director's List for GPA in top 10% of class; UT Austin Real Estate Case Competition Finalist

#### STANFORD UNIVERSITY

*Bachelor of Science in Management Science and Engineering*

Stanford, CA  
2011-2015

- GPA 3.7; Focus in Financial Decision Engineering, Minor in Spanish

### ADDITIONAL INFORMATION

- **Technical:** Advanced in Excel and proficient in ARGUS
- **Languages:** Conversational fluency in Spanish
- **Interests:** Chess (Instructor), travel (Greece, Italy, and the Caribbean), and athletics (Rowing & Ultimate Frisbee)