

Joseph Holahan

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EDUCATION

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

May 2026

Candidate for Bachelor of Science in Economics

Concentrations: Finance and Real Estate

Cumulative GPA: 3.95/4.0

Relevant Coursework: Real Estate Investment, Real Estate Law, Corporate Finance, Accounting, Business Economics, Calculus 2

Roman Catholic High School, Philadelphia, PA

June 2022

Unweighted GPA: 4.0/4.0

Academic Accomplishments: Valedictorian, ranked #1 by GPA out of 215 students for all eight semesters

REAL ESTATE AND FINANCE EXPERIENCE

McCann Commercial Real Estate | *Licensed Real Estate Agent-Investment Sales and Leasing*

May 2024-Present

- Utilized CoStar for comprehensive market research to build a database of office tenants in Center City Philadelphia, collecting crucial lease data including rent per square foot, thereby optimizing decision-making and client engagement
- Made over 3,500 cold calls to establish relationships with local property owners, enhancing client network
- Applied interpersonal and sales skills to secure a listing agreement for a mixed-use investment property through a cold call and a meeting, demonstrating exceptional negotiation and client acquisition skills

Wharton Undergraduate Real Estate Club | *Co-Head of Careers Committee*

September 2022-Present

- Researched, wrote, and published article on residential golf course real estate demand shock, garnering over 5,000 views
- Ran committee initiative to expose students to real estate education through growing the club's email listserv, publishing current event article summaries on Instagram, and starting a real estate club podcast
- Established mentorship programs that paired younger students with upperclassmen to foster community and inclusivity

Project Destined | *Intern, Brookfield Properties Global Real Estate Investments Cup*

June 2024-July 2024

- Completed a 6-week real estate investment program, acquiring over 12 hours of in-depth training in investments, pro-forma fundamentals, unlevered & levered returns, debt sizing, loan interest, amortization tables, and DCFs
- Developed technical and teamwork skills through collaborative efforts with peers to build financial models and analyze investment opportunities while competing in presentations to executives in Private Equity and Real Estate

Wharton Investment Trading Group | *Real Estate Investment Team Analyst*

September 2023-Present

- Deployed financial modeling skills to complete an underwriting model for a 264-unit value-add apartment deal in MA
- Assessed comparable rents, renovation plans, and local demand drivers to craft an investment committee memo
- Met weekly with team members to apply real estate valuation techniques and identify trends in commercial real estate using market research reports from CBRE, JLL, and Cushman & Wakefield

Wharton Undergraduate Finance Club | *Case Team Member*

September 2023-Present

- Learned to analyze a business through examination of the balance sheet, income statement, and statement of cash flows
- Built a discounted cash flow model to understand a stock valuation technique and the time value of money

LEADERSHIP EXPERIENCE

Wharton Management Club | *Events Committee Member*

September 2023-Present

- Organized and executed guest speaker events to educate student members about careers in consulting
- Developed and implemented a successful corporate outreach strategy through cold emails, effectively initiating and nurturing valuable relationships with key decision-makers in target organizations

Center City Legal Reproductions | *Junior Client Representative*

January 2021-August 2022

- Led initiatives in a cross-functional role working across three departments: accounting, billing, and problem solving
- Generated an increase in efficiency of check coding in the accounting department by 50%
- Prepared and distributed billing invoices to clients at a rate of 80 plus invoices a day

Golf Team Captain | *Roman Catholic High School*

August 2018-May 2022

- Spearheaded movement for longer and more frequent practices as well as culture shift towards discipline which led our team to the win school's first golf championship
- Awarded All-Catholic achievement in the Philadelphia Catholic League Championship by shooting a top ten score in a field of over 100 competitors

SKILLS, CERTIFICATIONS, AND INTERESTS

Skills: Real Estate Financial Modeling, Microsoft Office, Argus Enterprise, CoStar, Public Speaking and Presentations, Writing

Certifications: Bloomberg Market Concepts, "Break into CRE" Real Estate Financial Modeling, PA Real Estate Salesperson License, Eastdil Secured Virtual Real Estate Finance Training Program, Project Destined Real Estate Academy Certification

Interests: Weightlifting, Golf, Self-Improvement Books, Acoustic Guitar, Running, Cheesesteaks