

# JAKE KIRSCHNER

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## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

*Master of Business Administration Candidate; Major in Real Estate*

2023-2026

*Master of City Planning Candidate; Concentration in Housing, Community, and Economic Development*

- Honors: Weitzman School of Design Scholarship; 2024-2025 ULI Philadelphia Etkin Scholar
- Leadership: Vice President, External Partnerships; Wharton-Weitzman Future of Cities Conference (2023-2024); Admissions Ambassador, Weitzman School of Design (2023-Present); Vice President, Socials; Wharton Real Estate Club (2024-Present)

### BRIGHAM YOUNG UNIVERSITY

Provo, UT

*Bachelor of Science in Economics; Minor in Mathematics and Chinese*

2014-2020

- Honors: GPA: 3.83/4.00; Brigham Young Academic Scholarship (Four-Time Recipient); BYU Alumni Association Florida Tampa Chapter Replenishment Grant (Two-Time Recipient); 2014 FHSA Male Scholar-Athlete of the Year
- Internships: Marriott International (2018); Extended Stay America (2019); Arrived Investment Company (2020)
- Activities: Vice President, Southern Student Association – founded one of university's largest social clubs (2018-2020); Member, BYU Men's Lacrosse - all-conference selection in 2019 (2014-2015, 2017-2019)

## EXPERIENCE

### THE ENTERPRISE CENTER

Philadelphia, PA

*West Philadelphia nonprofit focused on access to capital for minority-owned businesses and community-serving real estate projects*

**Real Estate Associate Intern**

2024

- Conducted a strategic analysis of nonprofit's real estate initiatives, identifying key equity-focused frameworks for future consideration and presenting recommendations to the senior leadership team
- Redesigned financial model for a \$100 million mixed-use development to align with revised property type plans
- Led market research to finalize business model and design plans to convert a former television studio into creative office space
- Executed due diligence on startup businesses for Seed Fund, leading to six SAFE note investments of \$250,000 each

### PEAK CAPITAL PARTNERS

Provo, UT

*Multifamily property owner and real estate private equity firm; one of nation's 50 largest multifamily owners with over 25,000 units*

**Associate, Acquisitions**

2023

- Established and maintained relationships with local brokers in the Florida and Colorado markets

**Acquisitions Analyst**

2021-2023

- Managed firm's acquisition pipeline across five states, underwriting \$29+ billion of multifamily assets
- Sourced two acquisitions of multifamily properties worth \$85 million total; assisted in transaction of \$240+ million of multifamily assets by performing due diligence and tracking fundraising efforts
- Pioneered firm's market analysis initiatives; created and distributed firm-wide quarterly market comparison report

### RCLCO REAL ESTATE CONSULTING

Orlando, FL

*Boutique consulting firm with six offices specializing in real estate investment, development, and master planning solutions*

**Analyst**

2020-2021

- Conducted economic, demographic, and real estate market analysis and wrote recommendation reports for 30+ projects
- Established and led ESG committee of five from Real Estate Economics department; initiated three methods of incorporating environmental risk considerations into client-facing reports

## ADDITIONAL INFORMATION

- Service: Volunteer Representative, The Church of Jesus Christ of Latter-day Saints – served two-year, full-time mission in Taiwan, taught religious values to individuals and families and supported church leaders in local congregations (2015-2017)
- Leadership: First Counselor in the Bishopric, The Church of Jesus Christ of Latter-day Saints – manages a 150-member congregation and organizes Sunday services (2024-Present); Chief Strategy Officer, Untold Athletes – co-managed and conducted interviews for a platform highlighting athletes' inspiring stories (2020-2021)
- Personal: Proficient in Mandarin Chinese; completed four marathons and 15 half marathons since retiring from lacrosse in 2019; knows nicknames of all 362 NCAA Division I men's basketball teams