

ISABEL B. NEIVA de FIGUEIREDO

215-764-9353 | ibneiva@wharton.upenn.edu

EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

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

2023 - 2025

- *Awards:* Andrew Murphy Fellowship in Real Estate, Peggy J. Koenig Endowed MBA Fellowship
- *Membership:* Wharton Real Estate Club (VP), Wharton Hispanic American MBA Association, Wharton Hockey
- *Teaching Assistant:* Real Estate Investment (Fall), Real Estate Development (Spring)

COLUMBIA UNIVERSITY

New York, NY

Bachelor of Science in Civil Engineering, Minor in Architecture; Overall GPA: 3.79

2015 - 2019

- *Awards:* Columbia Henry L. Michel Award in Civil Engineering, Columbia University MOLES Student Award
- *Leadership:* President, American Society of Civil Engineers (Columbia Chapter)

EXPERIENCE

GLOBAL HOLDINGS MANAGEMENT

Real Estate Acquisitions Associate (New York, NY)

Summer 2024

- Conducted in-depth data analysis on national demographic demand trends and supply metrics, creating a 70-page presentation for the CEO that recommended strategic US market expansion aligned with the company's priorities
- Built models to underwrite Mezzanine Financing, Equity Development, and Pref Equity structured capital; presented select opportunities to Senior Vice President for investment consideration

GREYSTAR

Development Associate (Atlanta, GA)

2022 - 2023

Development Senior Analyst (Atlanta, GA)

2021 - 2022

- Directed land and loan closings for two projects valued at \$70M and \$96M; coordinated with attorneys, equity partners, lenders, and consultants to ensure all necessary documents were approved by all parties
- Managed strategic and operational decisions on behalf of ownership for four concurrent projects collectively valued at \$350M; collaborated with project managers and maintained diligent expense tracking
- Oversaw team of 10 design consultants (civil engineers, architects, interior designers, landscape architects), responsible for compiling GMP drawing for two project sets during pre-construction phases for two projects
- Communicated daily with municipalities to obtain necessary land and building permits to avoid timeline delays
- Authored 80%+ of investment memos for the projects the team ultimately pursued; presented memos to Greystar's Investment Committee and external capital providers
- Delivered monthly status and progress updates to equity partners for four projects
- Trained two interns (one MBA and one undergraduate); assigned pre-construction and existing construction deals to each to enhance interns' understanding of development process; supervised their capstone projects
- Submitted bids for three land acquisitions; communicated with brokers, drafted the LOIs, and designed preliminary site plans; one bid reached final round

Portfolio Management Analyst (Charleston, SC)

2019 - 2021

- Underwrote ventures' deals for biannual companywide revaluation meeting to determine project spot valuation, value at portfolio end date, total portfolio returns, and promote incentives by working through fund waterfalls
- Reviewed 24 annual operating budgets to evaluate projects' expected rent growth potential and expense forecasts; collaborated with operating and asset management teams
- Analyzed annual and biannual appraisals for nationwide projects; compared projected income statements with actual income statements and analyzed cap rates relative to previously sold deals
- Incorporated partnership waterfall and fee structure into development proformas to project partnership returns

ADDITIONAL INFORMATION

Languages: Portuguese (Native); Spanish (Fluent); Mandarin (Basic)

Technical Skills: Argus, Oracle Primavera, Procore

Previous Internships: Greystar Investment Group; JP Morgan Global Real Assets; Turner Construction; Manhattanville

Interests: Cooking, Workout Classes (Solidcore or CycleBar), Traveling