

Oliver O'Donnell

ood@wharton.upenn.edu | 949 413 0018

EDUCATION

The Wharton School, University of Pennsylvania <ul style="list-style-type: none">• Master of Business Administration Candidate	05/2024 – 04/2026 Philadelphia, PA
Columbia University <ul style="list-style-type: none">• Master of Science in Real Estate Development (Top 10% of Class)	09/2020 – 08/2021 New York, NY
University of Miami <ul style="list-style-type: none">• Bachelor of Business Administration in Finance and Legal Studies	08/2013 – 05/2017 Coral Gables, FL

WORK EXPERIENCE

The O'Donnell Group, Inc. Industrial real estate development and management firm with \$350mm AUM <i>Vice President</i>	09/2021 – Present Newport Beach, CA
<ul style="list-style-type: none">• Lead acquisitions, management, construction, and leasing for the \$350mm industrial warehouse portfolio totaling 2mm SF• Source, negotiate legal documents, and underwrite opportunistic and value-add industrial warehouse properties nationwide• Conduct due diligence, market analysis, and implement business plan strategy for investments• Analyze various financial pro forma, debt, and equity waterfall scenarios to determine optimal deal structures• Selected Transactions:<ul style="list-style-type: none">○ Indianapolis, IN: Single-Tenant Industrial \$9.7mm Budget (263k SF)<ul style="list-style-type: none">▪ Performed scenario analysis for lease and sale to determine highest and best use to maximize profits▪ Managed and negotiated sale process of \$15.75mm asset to an institutional fund manager▪ Proforma returns of 24% IRR and a 2.9x MOIC over 5.4 years○ Indianapolis, IN: Two-Building Industrial Portfolio \$9.2mm Budget (166k SF)<ul style="list-style-type: none">▪ Refinanced the asset with a \$7.7mm bridge loan▪ Strategic management of the properties resulting in two separate sale transactions to optimize value; owner-user sale of \$9mm and a private investor sale of \$3.2mm▪ Divestments resulted in returns of 19% IRR and 2.40x MOIC over 5.5 years○ Opa-Locka, FL: Three-Building Industrial Portfolio \$22mm Budget (140k SF)<ul style="list-style-type: none">▪ Negotiated \$12.5mm loan agreement, \$9.5mm joint venture equity agreement, and 4 lease agreements▪ Oversaw \$2mm of construction capital expenditure projects and portfolio lease-up▪ Increased portfolio occupancy from 40% to 100%, and NOI from \$350k to \$1.5M in 1 year▪ Sold the project for \$24.6mm for returns of 17% IRR and a 1.30x MOIC in 1.5 years○ Swedesboro, NJ: Single-Tenant Industrial \$16.13mm Budget (207.5k SF)<ul style="list-style-type: none">▪ Sourced investment opportunity; negotiated LOI and PSA to get the deal under contract▪ Structured debt and equity investment and coordinated construction scope▪ Managed sale process and negotiated \$26.5mm sale contract with institutional fund manager▪ Divested asset delivering returns of 127% IRR and a 2.78x MOIC in 1.25 years	

Pacific Star Capital, LLC Commercial real estate development and management firm with \$1.6Bn AUM since inception <i>Development Analyst</i>	05/2017 – 03/2020 Miami Beach, FL
<ul style="list-style-type: none">• Underwrote off-market commercial ground-up development deals in California and Florida• Drafted offering memorandums, redlined contracts, and modeled financial projections for leasing, financing and sale• Selected Transactions:<ul style="list-style-type: none">○ Miami Beach, FL: Commercial Mixed-Use \$155mm Budget<ul style="list-style-type: none">▪ Secured development approvals for 35k SF of retail, 300 multifamily rental units and 400 parking stalls on 2 acres of infill land; negotiated build-to-suit lease with Target○ Los Angeles, CA: Single-Tenant Retail \$66mm Budget<ul style="list-style-type: none">▪ Entitled and constructed 60k SF build-to-suit development for Whole Foods with 250 subterranean parking stalls; executed \$39.5mm non-recourse construction loan○ Washington, D.C.: Hotel \$50mm Budget<ul style="list-style-type: none">▪ Acquired 25.5k SF parking lot from GSA to build 170-key upscale select service hotel○ Houston, TX: Mixed-Use \$22mm Budget<ul style="list-style-type: none">▪ Refinanced asset with \$13.5mm loan; executed lease with Tesla Motors for 40k SF, and executed lease with Life Storage for 40k SF	

ADDITIONAL

Skills: Argus Enterprise Certified, Excel Financial Modeling, CA Licensed Broker, Microsoft Office, LandVision, CoStar

Interests: Travel, Beach Volleyball, Snowboarding, Fitness