

LORENZO B. LOPEZ

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

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

2023-Present

- Member of Wharton Real Estate Club; UNC – Chapel Hill National Real Estate Development Challenge Team Member
- Relevant Coursework & Technical Skills: Advanced Real Estate Investments, Real Estate Finance, Real Estate Development, Urban Real Estate Economics, Wall Street Prep Real Estate Financial Modeling Certification, ARGUS Enterprise, Bluebeam Revu

THE UNIVERSITY OF NEW MEXICO

Albuquerque, NM

Bachelor of Science in Statistics | Minor in Naval Science

2011-2014

- Naval Reserve Officer Training Course (ROTC) program Midshipman; National Sojourners Academic Excellence Award; award for a Naval ROTC Midshipman in the top ten percent of academic standing and that demonstrated superb leadership skills.

EXPERIENCE

Related Group

Miami, FL

Summer Development Associate

05/2024 - 08/2024

- Augmented the production of financial forecast models, development budgets, and development schedules for five luxury condominium/multifamily projects, totaling over 1,800 units, resulting in enhanced financial accuracy and project profitability.
- Prepared investment memo, recommending an acquisition and the starting of construction on a 1.75M SF mixed-use (condominium & hotel) project; conducted in-depth market analysis to refine underwriting, prompting a ~110bps increase to IRR.
- Coordinated weekly review meetings for two in-process projects, interfacing with architecture, engineering, design, and general contracting firms, effectively mitigating development risks and ensuring adherence to budgets and scopes.

U.S. Navy – U.S. Special Operations Command (USSOCOM)

Tampa, FL

Special Operations Missions Intelligence Officer

2021-2023

- Directed 20-person team of military and civilian analysts. Led collection, analysis, and reporting of critical information used to conduct sensitive operations. Served as geopolitical expert on Russia, China, and Iran for senior leadership.
- Selected from 30 peers to be USSOCOM lead intelligence officer during 2021 effort to evacuate U.S. citizens and allies from Afghanistan. Delivered ~90 updates to decision-makers and real-time intelligence to U.S. forces to ensure mission success.
- Crafted and pitched a new project to establish new baseline intelligence assessment on certain threats in the Middle East; organized collaborative efforts among intelligence agencies (CIA, NSA, and DIA).

U.S. Navy – Strike Fighter Squadron 106

Virginia Beach, VA

Senior Aviation Intelligence Officer

2018-2021

- Coordinated 30-35 analysts to deliver pre-mission intelligence support to flight syllabi for flight school students. Briefed senior leadership on threats and geopolitical dynamics prior to overseas deployments. Facilitated training of ~50 military students from partner countries. Managed 1,500+ security clearances for all squadron personnel.
- Constructed a streamlined information sharing process between multiple organizations while maintaining protective security measures, halving the time to provide critical intelligence to student aviators and enabling a higher operational capacity.
- Awarded Navy and Marine Corps Achievement Medal for introducing leadership and process improvements; improved student graduation rate by 70% and ranked in top 10% of junior officers.

Berkshire Hathaway – Rose & Womble Towne Realty

Virginia Beach, VA

Development Analyst & Realtor (Hybrid Position)

2018-2021

- Developed financial forecast models to evaluate proposed single-family and multi-family developments. Created investment memos based on financial forecast models and market trends, enabling CFO to make informed decisions for acquisitions.
- Achieved "Rookie of the Year" in 2019 for \$8M in sales, nearly double the average annual sales of peers.

U.S. Navy – Helicopter Sea Combat Squadron 9

Norfolk, VA

Carrier Air Wing Intelligence Officer

2014-2018

- Created linear regression model to predict when and where adversary aircraft would take off (89% accuracy rate), allowing senior leadership and aircrew to near-complete situational awareness of the battlespace.
- Led 15-member team to provide intelligence for 200+ naval aviators on aircraft carrier in Syria and Iraq. Functioned as geopolitical expert on Russia, Iran, and Syria. Deployed to Bahrain, Greece, Israel, Saudi Arabia, the U.K., U.A.E., and Qatar.
- Recognized as "Best Aviation Intelligence Officer" of Carrier Air Wing by the intelligence instructors and staff at the Naval Aviation Warfare Development Center (a.k.a., TOPGUN).

ADDITIONAL INFORMATION

- **Community Impact:** Produced and taught a "First-time Home Buying" class for U.S. Navy Sailors and their families.
- **Interests:** Actively managing personal real estate investment portfolio, Actively managing personal stock portfolio, Fitness.