

ARJUN R. GARG

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate / Majors in Finance & Real Estate

2024-2026

- **Involvement:** Real Estate, PE/VC, Investment Management, Golf, Tennis, Hockey

EMORY UNIVERSITY, GOIZUETA BUSINESS SCHOOL

Atlanta, GA

Bachelor of Business Administration / Majors in Finance & Real Estate

2014-2018

- **Involvement:** Emory Goizueta Real Estate Club (VP of Engagement), Goizueta Real Estate Private Equity Fund (Board), and Emory College Council (Elected Representative)

EXPERIENCE

STARWOOD CAPITAL GROUP

New York, NY & Atlanta, GA, U.S.

Associate, U.S. Acquisitions Group

2021-July 2024

- Grew Starwood's single-family rental (SFR) investments spanning 17K+ homes (\$6.2B value) across 20 markets investing out of three vehicles: \$10.0B SOF XII (Opportunistic), \$7.6B SOF XI (Opportunistic), and \$24.4B SREIT (Core+); source and underwrite investments across single-family (build-to-rent, scattered site, short-term rentals, REITs), direct platform operating strategy, and execute on financing opportunities within existing portfolio.
- Author and present portfolio reviews and business plans to Barry Sternlicht (Chairman & CEO) and Starwood's Executive Committee; generate updates for Firm's limited partners including sovereign wealth and pension funds.
- Scaled SFR team to a team of five Analysts and Associates; led training and recruiting of Analysts and Interns.

Selected Transaction & Operations Experience:

- Executed programmatic joint ventures to acquire 11K homes (\$4.2B value) through \$10B flagship fund, Global Opportunity Fund XII. SFR investment is largest position in fund, making up 17% of committed capital (2021-July 2024).
- Sold \$824M in SFR from non-traded REIT including \$755M of portfolio sales to institutional buyers, anchored by \$631M sale to Invitation Homes (closed 3Q23), and \$69M in sales via retail channels (2023).
- Closed total debt financing activity of \$4.3B including \$3.1B of revolving credit lines and \$1.2B of Moody's rated securitizations (refinances) including STAR 2021-SFR1, STAR 2021-SFR2 and STAR 2022-SFR3 (2020-2023).

Analyst, U.S. Asset Management Group

2019-2021

- Oversaw pan-U.S. apartment rental portfolio of 200+ assets; 80K+ units; \$10B in value. Concurrently managed Starwood's single-family rental (SFR) investment vehicle (3K+ homes; \$700M) across 8 markets working directly with a Managing Director
- Sold \$2.5B+ in apartments; led evaluation of for-sale assets and benchmarked returns.
- Generated investment model updates: explained changes in valuation drivers, returns and assumptions to Portfolio Management team and external investors.

JAMESTOWN

Atlanta, GA

Analyst, Asset Management

2018-2019

- Evaluated asset/fund level financial implications of major capital projects and developed scenarios (e.g., hold-sell, next-buyer) and market comparison analyses on \$1.5B+ of real estate (office, retail and multi-family in Washington D.C. and South Florida)
- Created a memo on 20+ scenarios to evaluate upside/downside cases/investment return optimization for a trophy office asset located in Washington, D.C with single tenant risk for Investment Committees' review.
- Given highest performance rating of all Analysts in class.

LEADERSHIP AND ADDITIONAL INFORMATION

- **Emory Real Estate Steering Committee:** Handpicked from young alumni to organize Goizueta's first three annual real estate conferences with attendance of 500+ and keynote speakers (Sam Zell, Roy March, etc.). Arrange all events in NYC and responsible for maintaining connecting with NYC Emory alumni (2021-Present).
- **Real Estate Entrepreneur:** Invested, renovated and sold ~\$800K in 2 Atlanta condos; 41% IRR, 2.1x multiple (2015-2022).
- **Other Involvement:** Urban Land Institute (100K+ member real-estate/land-use org.), Young Leaders Group (selected to participate in mentorship program in Atlanta real estate community; attend workshops and speaker series) (2015-2022).
- **President of Youth Board, New York City Children's Holiday Party (NYCCHP):** Non-profit organization supporting NYC's 23K homeless children. Spearhead effort to involve volunteers under age 35 and led COVID-19 Response Team to raise money for PP&E and toys, partnering with WalMart and raising \$10K+ (2001-Present).
- **Interests:** Chess (Once ranked top 25 in US for age group), travel (35+ countries, 6 continents), adventure (polar plunge in Antarctica, traveling solo through Japan/Taiwan), cuisine (sushi and omakase aficionado), New York sports teams, and the NFL