

# ORRY MICHAEL

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## **PROFESSIONAL EXPERIENCE**

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### **JK EQUITIES**

**06/2020 – 12/2020**

Roslyn, NY // *Acquisitions Associate*

- Sourced the acquisition of a 275,000 square foot vacant warehouse in Pawtucket, Rhode Island that will be demolished and developed into a 160,000 square foot Class-A distribution facility
- Lead the firm's weekly acquisition meeting and deal flow management
- Produced underwriting models for each potential acquisition with a strong focus on the industrial and multifamily asset class
- Performed property due diligence by touring properties and markets, reviewing leases and sales comparables, and assessing third party reports (physical property condition, title and survey, zoning, and environmental)

### **ARIEL PROPERTY ADVISORS**

**05/2016 – 05/2020**

New York, NY // *Associate Director, Investment Sales*

**05/2019 – 05/2020**

- Underwrote \$1.5 billion in real estate transactions across multiple asset class
- Executed \$600 million in real estate transactions – primarily multifamily and development sites
- Managed a deal pipeline of \$215 million in 2019
- Reviewed detailed financial analysis and underwriting models of various asset classes including multifamily, retail, mixed-use, and development properties
- Analyzed commercial real estate leases, Purchase and Sale Agreements, Limited and General Partnership Agreements, and regulatory agreements of state and federal agencies (i.e., HUD, HPD, DHCR, HAP, LIHTC)
- Lead the design, development, and execution of marketing materials for each exclusive listing
- Developed quarterly and annual investor research reports for the Northern Manhattan sub-market
- Assisted in the negotiations of Purchase and Sale Agreements during the contract phase

*Senior Associate, Investment Sales*

**01/2017 – 05/2019**

- Procured the purchaser on 7 transactions with an aggregate amount of \$80 million
- Conducted market research to determine commercial real estate investment trends in the Northern Manhattan sub-market
- Facilitated property walkthroughs with prospective investors
- Coordinated property inspections with 3<sup>rd</sup> party vendors for due diligence purposes
- Actively marketed the team's exclusive listings via cold calling and other business development initiatives

*Associate, Investment Sales*

**05/2016 – 01/2017**

### **FOREFRONT CAPITAL ADVISORS**

**02/2014 – 03/2016**

New York, NY // *Associate, Institutional Sales*

- Spearheaded equity and high-yield debt placement for micro and small cap companies, both private and publicly traded
- Created client marketing materials including operating memorandums, pitch books, and tear sheets
- Collated all preliminary due diligence materials and reviewed Security Agreements, Operating Agreements, and SEC registered public filings
- Facilitated the coordination of events and conferences for client road shows
- Evaluated market research reports and valuation models to gain a holistic understanding of the client's business and product

### **BANK OF AMERICA MERRILL LYNCH**

**05/2012 – 06/2013**

Baltimore, MD // *Investment Advisor, Global Wealth & Investment Management*

- Developed and envisioned customized asset allocation models, portfolios and investment strategies based on clients' risk tolerance, time horizon and liquidity needs
- Provided investment management advice to new and existing clients by utilizing Merrill Lynch's investment platform and sales techniques
- Prospected for new business via cold calling, sponsored lunches with wholesalers and networking events

## **EDUCATION**

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### **JOHNS HOPKINS CAREY BUSINESS SCHOOL**

**05/2011 – 08/2012**

Baltimore, MD // Master of Science, Real Estate Investment and Development

### **JOHNS HOPKINS UNIVERSITY**

**08/2007 – 05/2011**

Baltimore, MD // Bachelor of Arts, Anthropology

## **LEADERSHIP & AWARDS**

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- **New York Real Estate Journal 2018 “Ones to Watch Award”**
  - Recognized by the NYREJ as an up and coming professional to watch in New York Commercial Real Estate
- **Friends of Israeli Defense Forces**
  - Member of the New York City Young Leadership Real Estate Division
  - Participated in the October 2018 mission to Israel
- **Robin Hood Foundation**
  - Junior Board Member of the Urban Pathways Organization
- **Joe Cowan Hard Hammer Award – Johns Hopkins University**
  - Presented to the individual who demonstrates the highest level of competitiveness, mental and physical toughness, work ethic, and never-quit attitude on the Johns Hopkins Lacrosse Team
- **Benjamin Edward Carroll Memorial Scholarship**
  - Awarded to the individual who achieves scholastic merit at the Johns Hopkins Carey Business School
- **Johns Hopkins Men’s Varsity Lacrosse Team**
  - Started at the Long-stick Midfield position
- **2007 High School Under Armour All-American Selection**
  - Competed in the 2007 Under Armour All-American Lacrosse game
  - Ranked 41<sup>st</sup> in the “Power 100 Freshman for 2007” and a top 10 defensemen by Inside Lacrosse Magazine

## **ADDITIONAL INFORMATION**

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**Skills:** Proficient in MS Excel, Word, PowerPoint, Real Estate DCF Valuation, and Financial Modeling

**Interests:** Athletics, Coaching, Investing/Financial Markets, Snowboarding, Fishing, and Traveling