



EDWARD ST. JOHN REAL ESTATE PROGRAM

JOHNS HOPKINS CAREY BUSINESS SCHOOL

A C C E L E R A T E D
MASTER OF SCIENCE IN REAL ESTATE

CLASS OF 2013 STUDENT PROFILES

**HARD HAT
GRADUATION CEREMONY**

*2013 MSRE CLASS
SEPTEMBER 26, 2013*



JOHNS
HOPKINS





Accelerated MSRE Class of 2013

- *12-Month Intensive Program*
- *29 MSRE Candidates*
- *From 5 Countries*
- *August 2013 Graduation*
- *36-Credit Program*
- *22+ Classes*
- *30+ Skill-based Workshops*
- *40+ Guest Speakers*
- *1 European Competition*
- *Domestic and int'l internships and full-time positions*

Master of Science in Real Estate

*Edward St. John
Real Estate Program*

*Johns Hopkins University
Carey Business School*

- *Baltimore & Washington, DC*
- *23+ Years*
- *800+ MSRE Alumni*
- *1,800+ Carey Alumni*

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**The Johns Hopkins Carey Business School
Edward St. John Real Estate Program**

**Accelerated
Master of Science in Real Estate**

**Class of 2013
Student Profiles**

June 2013

**The Johns Hopkins Carey Business School
Edward St. John Real Estate Program
Accelerated MSRE Class of 2013
August 18, 2012**



STANDING REAR ROW (7)

**Qian (Vicky) Wei; Morgan Privitte; Melissa (Alicia) Decatur; Siqi (Alice) Wang;
Zhe (Cherie) Zhang; Yufeng (Cassie) Hu; Joo Hee (Jennie) Sohn**

STANDING THIRD ROW (5)

**Yuanqi (Bill) Wang; Zachary (Zach) Kayce; Yuefan (Neil) Shao;
Chengxuan (Bryan) Song; Yuan (Eddie) Li**

STANDING SECOND ROW (8)

**Joseph (Joe) Shin; Shangjie (Vivian) Gao; Anita Kundaje;
Jana (Janka) Durisova; Aaron Breeds; Yufeng (Sherlock) Zhou;
Chang (Doreen) Liu; Gege Zhang**

KNEELING SECOND ROW (8)

**Clifford (Chip) Fleming; Eric Conklin; Cheng Ji; Ifetunde (Ife) Oyelowo;
Yunzhi (Andrea) Guo; Zhengyang (Robin) Chen; Tian (Will) Mu;
Fuhong (Ryan) Li**

NOT IN PHOTO (2)

Wei qiao (Joey) Qi; Yan Wang

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I. Introduction

The primary purpose of this booklet is to provide brief profiles of the candidates for the Accelerated Master of Science in Real Estate at the Carey Business School Edward St. John Real Estate Program who plan to graduate in August 2013.

The Edward St. John Real Estate Program has a portfolio of graduate degree programs that are aimed at different student populations with different career goals. However, all of the Edward St. John Real Estate programs are multi-disciplinary in nature with courses taught primarily with professional adjunct faculty.

The Carey Business School uses an 8-week term format for its classroom courses. There are two terms per semester that provide scheduling flexibility and shorter, more focused courses. The MSRE programs have 12 credits (6 courses) in “skills, tools, and methods,” and 12 credits (6 courses) in “business core.” The remaining courses are focused on specific areas of interest.

II. Student Profiles

Candidates for the Master of Science in Real Estate, 2013
Edward St. John Real Estate Program
Johns Hopkins Carey Business School

| <i>Last Name</i> | <i>First Name</i> |
|------------------|-------------------|
| Breeds, | Aaron |
| Chen, | Zhengyang “Robin” |
| Conklin, | Eric |
| Durisova, | Jana “Janka” |
| Fleming, | Clifford “Chip” |
| Gao, | Shangjie “Vivian” |
| Guo, | Yunzhi “Andrea” |
| Hu, | Yufeng “Cassie” |
| Ji, | Cheng |
| Kayce, | Zachary “Zach” |
| Kundaje | Anita |
| Li, | Fuhong “Ryan” |
| Li, | Yuan “Eddie” |
| Liu, | Chang “Doreen” |
| Mu, | Tian “Will” |
| Oyelowo, | Ifetunde “Ife” |
| Privitte, | Morgan |
| Qi, | Weiqiao “Joey” |
| Shao, | Yuefan “Neil” |
| Shin, | Joseph “Joe” |
| Sohn, | Joohee “Jennie” |
| Song, | Chengxuan “Bryan” |
| Wang, | Siqi “Alice” |
| Wang, | Yan “Vivian” |
| Wang, | Yuanqi “Bill” |
| Wei, | Qian “Vicky” |
| Zhang, | Gege |
| Zhang, | Zhe “Cherie” |
| Zhou, | Yufeng “Sherlock” |



Aaron Breeds, LEED GA

Accelerated MSRE Program
Graduation Date: August 2013

Affiliations: ULI, ICSC

Qualifications

3+ Years of experience in government real estate management and finance

- Construction Supervision
- Tenant Leasing
- Utility Contract Management
- Construction Finance

Education

Master of Science, Real Estate **Aug 2013**
The Johns Hopkins Carey Business School Washington, DC

Bachelors of Art in Business Management
Salisbury University Purdue Business School

Experience

General Services Administration Gov't Real Estate Mgmt **Mar 2011 – Present**
Analyst, RWA Team

- Managed leasing and utility contracts for 100+ federal gov't buildings
- Managed construction and renovation contracts for 100+ federal gov't buildings
- Produced bi-monthly accounting reports for multi-million dollar budgets

General Services Administration Gov't Real Estate Mgmt **Jan 2009 – Mar 2011**
Building Managers Assistant, Howard T Mackey National Courthouse

- Supervised 13 construction and renovation projects
- Managed utility contracts and project budgets
- Produced schematic for sprinkler system installation for 7 courtrooms

Capital Financial Group Investments and IRA's **Apr 2008 – Jan 2009**
Data Analyst

Skills

- ARGUS
- Auto-CAD
- Microsoft Excel
- Front Page
- CoStar
- RETA



Zhengyang “Robin” Chen, LEED GA

Accelerated MSRE Program
Graduation Date: August 2013

Affiliations: ULI, ICSC

Qualifications

5+ Years of real estate and finance study and intern:

| | | |
|------------------------|--------------------------|-------------------------|
| Pro Forma | Business/Real Estate Law | Independent Work |
| Market Analysis/Report | Presentation | Effective Communication |

Education

| | |
|-----------------------------------------|-----------------|
| Master of Science, Real Estate | Aug 2013 |
| The Johns Hopkins Carey Business School | Washington, DC |

| | |
|---------------------------------------------------------|------------------|
| Bachelors of Management (International Business) | June 2012 |
| Guangdong University of Foreign Studies (GDUFS) | |

Professional Experience

| | | |
|----------------------------------------|---------------|------------------------|
| Rongji Commercial Property Mgmt | Shopping Mall | Mar – June 2012 |
| Associate/Intern | | |

- Designed, organized and implemented 4 marketing events to enhance turnover by 30%
- Conducted market analysis and repositioned the shopping mall

| | | |
|-----------------------------------------------|-------------|-----------------------|
| Centaline (China) Property Consultants | Residential | Oct – Nov 2011 |
| Associate/Intern | | |

Academic Experience

| | | |
|-----------------------------------------------|--------------------|------------------------|
| GDUFS Business English Research Center | Financial Research | Mar – June 2012 |
| Research Assistant of Finance Division | | |

| | | |
|-----------------------------------|------------|-----------------------------|
| GDUFS Postgraduates Center | Management | Sep 2009 – June 2010 |
| Archive Assistant | | |

Skills

Microsoft Office / ARGUS / Crystal Ball / SketchUp



Eric Conklin

Accelerated MSRE Program
Graduation Date: August 2013

Affiliations: ULI, ICSC

Qualifications

- Market Analysis
- Pro Forma Creation
- Client Interaction
- Financial Selling
- Strategic Planning
- Team Oriented
- Contract Negotiation
- Public Speaking
- Attention to Detail

Education

Master of Science, Real Estate **Aug 2013**
Johns Hopkins University
Carey Business School Washington, DC

Bachelor of Business Administration, Real Estate **Dec 2009**
University of Wisconsin
Wisconsin School of Business Madison, WI

Professional Experience

Altria Group **Feb 2010 – 2012**
Territory Sales Manager Sales
Minneapolis, MN

- Consulted 125 businesses in \$21M of annual tobacco sales
- Decreased territory's smokeless tobacco out-of stocks by 24% through the effective implementation of a base inventory system
- Exceeded national sales initiatives in all 18 new-brand launches

Honors / Awards

University of Wisconsin Varsity Soccer Team

- 2006 All Big-Ten Selection
- 2008 All Big-Ten Selection
- 2009 Team Captain

Skills

- Extremely fluent in Excel/PowerPoint
- 20+ Hours of ARGUS Experience



Janka Durisova, LEED GA

Accelerated MSRE Program

Graduation Date: August 2013

Affiliations: ULI, ICSC

Qualifications

- Civil Engineering
- Financial Analysis
- Brokerage (Tenant & Landlord)
- Market Analysis
- Space Planning
- Graphic Representation

Education

Master of Science - Real Estate **Aug 2013**
Johns Hopkins University, Carey Business School Washington, DC

Master of Engineering - Economics and Building Industry Management **June 2011**

Bachelor - Environmental Engineering **June 2009**
Slovak University of Technology Bratislava, SK

European Real Estate Challenge, 2010 - winning team (out of 10 teams) Berlin, DE

Experience

8/2010 – 9/2011 **Colliers International** (Real Estate) **Broker** SK

- Analyzed client's position, negotiated (w/ developers, contractors, tenants)
- Space plans (1,500 to 15,000 sq. ft. projects), site visits, cold calling
- Worked with contractors (due diligence, research, bidding process, 3 projects)
- Financial analyses, market analyses & feasibility studies, market reports (quarterly)

3/2008 – 5/2009 **Slovak Telekom** (Telecommunications) **Project Assistant** SK

5/2006 – 4/2009 **Air Slovakia** (Airline) **Cabin Attendant** SK

Publications

Office Space Market – theory and practice **Nov 2011**

Đurišová J., Adamuščin A. 2011. Trh kancelárskych priestorov. Bratislava: DEVIN printing house, 2011. 230 pages. ISBN **978-80-89493-07-4**

Strategic Brief as a Supporting Method of Company Relocation **Jan 2011**

Đurišová J. 2011. Strategický list ako metóda podpory presídlenia spoločnosti. In Nehnuteľnosti a Bývanie, ISSN 1336-944X, 2011, year 6, No. 2011/1, 2011/2, p. 17-22

Skills

Languages Slovak (native), English (fluent), Czech (fluent), German (basic), Italian (basic)

IT AutoCAD, SketchUp, Adobe - Photoshop, InDesign, PS Lightroom



Clifford “Chip” Neal Fleming III

Accelerated MSRE Program
Graduation Date: August 2013

Affiliations: ULI, ICSC

Qualifications

- Business Development
- Project Proposals
- Risk Assessment & Management
- Contract Negotiation
- Market Analysis

Education

Master of Science, Real Estate **Aug 2013**
The Johns Hopkins Carey Business School Washington, DC

Bachelor of Science **May 2009**
College of Charleston Charleston, SC

Work Experience

Edgemoor Infrastructure and Real Estate **August 2011 – April 2012**
Intern Bethesda, MD

- Researched and examined Public/Private Partnerships (U.S., Europe and Canada)
- Created marketing plan for PPP
- Developed project tracking system

Advance: The Document Specialists **October 2010 – August 2011**
Account Representative Frederick, MD

- Secured new clients through canvassing, cold calling and networking
- Ensured client retention by consistently providing the highest level of service and customer satisfaction
- Managed numerous accounts simultaneously
- Conducted sales presentations, demonstrations and business development meetings on a daily basis
- Prepared and negotiated proposals

Volunteer Involvement

Cabin John Park Volunteer Fire Department **May 2006 – January 2011**
Firefighter II, Rescue Technician, EMT-B

- Provided quality medical care to the sick and injured as a licensed EMT-B
- Engaged in fire suppression emergencies as a certified Firefighter II
- Effectively lead and carried out team objectives under stressful conditions



Shangjie “Vivian” Gao, LEED GA

Accelerated MSRE Program
Graduation Date: August 2013

Affiliations: ULI, ICSC

Qualifications

- Market Analysis
- Data Analysis
- Investment Report
- Econometrics Prediction
- Econometrics Analysis
- Pro Forma Projection
- Mandarin/English
- MS Office
- MATLAB/ARGUS

Education

- | | |
|-----------------------------------------|----------------------|
| Master of Science, Real Estate | Aug 2013 |
| The Johns Hopkins Carey Business School | Washington, DC |
| Master of Art, Economics | June 2012 |
| University of California, Santa Barbara | Santa Barbara, CA |

Experience

- | | | |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------|------------------------------------------|
| Hubei Bureau of Statistics | Data Analyst Intern, | February 2011 – May 2011 |
| Assistant to Director | | Hubei, China |
| <ul style="list-style-type: none"> • Analyzed over 5 million records of government R&D data using MS Excel. • Co-organized the Hubei R&D Resources Assessment Conference. | | |
| Department of Operations Funds, Changjiang Securities Co. Headquarters, China | | September 2010 – October 2010 |
| Financial Analyst Intern, Assistant to Director | | Hubei, China |
| <ul style="list-style-type: none"> • Forecasted and analyzed PMI, PPI, CPI indicators using macroeconomics models. • Made suggestions in trading fixed-income securities. | | |

Additional Experience

- | | |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------|
| Research on employment situation of university students in post-financial crisis | |
| Vice Team Leader | July 2009 |
| <ul style="list-style-type: none"> • Met with staff in the career service office of more than 10 universities in Hubei Province, collected data on employment situation of undergrad students and analyzed the data using economic models. • Project was awarded the best research project in Wuhan University and Hubei Province. | |



Yunzhi “Andrea” Guo

Accelerated MSRE Program

Graduation Date: August 2013

Affiliations: ULI, ICSC

Education

Master of Science, Real Estate **Aug 2013**
 The Johns Hopkins University Carey Business School Washington, DC

Bachelor of Economics, major in International Economics and Trade **July 2012**
 Chongqing University Public Administration School Chongqing, China

Professional Experience

CITIC-Kington Securities (Zhejiang) Co., Ltd **Dec 2011 – Feb 2012**
 Intern as Financial Analyst Hangzhou, China

- Use spreadsheet/statistical software packages to analyze financial data and spot trends
- Use statistic methods to measure the financial risks associated with making decision
- Provide information to managers by assembling and summarizing data, preparing reports and making presentations
- Updates job knowledge by participating in educational opportunities, reading professional publications and maintaining personal networks

Zhejiang Native Product& Animal By-Products I/E Group Co., Ltd **Jul 2011 – Sep 2011**
 Intern as Trade/Import-Export Commissioner Hangzhou, China

- Develop and document operating procedures for receiving, handling, storing, shipping and salvaging products or materials
- Supervise the activities of workers engaged in receiving, storing and shipping products
- Negotiate with clients regarding price, delivery method, data delivery etc.
- Conduct economic or commercial surveys to identify potential markets for products

Technical Skills & Certifications

- MS Office/ Costar/ Argus/ SPSS/ Eviews/ Mac OS/ Sketchup/Photoshop
- Certifications: Futures Practitioners/ Securities Practitioners Cert. of China

Languages Skills

- **English**-Professional Proficiency/ **Chinese**-Native/ **Italian**-B1/ **Latin**-Intermediate/
Portuguese-Basic



Yufeng “Cassie” Hu, LEED GA

Accelerated MSRE Program
Graduation Date: August 2013

Affiliations: ULI, ICSC, RICS, MBA/MW

Qualifications

- Good in Property Management
- #1 in Accounting
- #1 in Statistic
- Top Market Analysis
- Top Financial Analysis

Education

| | |
|--------------------------------------------------------------|-------------------|
| Master of Science, Real Estate | Aug 2013 |
| The Johns Hopkins Carey Business School | Washington, DC |
| Certificate in Business Management Core | April 2012 |
| Portland State University, School of Business Administration | Portland, OR |
| Bachelor of Management, Accounting | June 2012 |
| Dongbei University of Finance and Economics | Dalian, China |

Experience

| | |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------|
| Dalian Wanda Commercial Properties | May 2012 – July 2012 |
| Analysis Assistant, Intern | Dalian, China |
| <ul style="list-style-type: none"> • Assisted with developing financial strategy for Wanda Plaza in Dalian • Wrote 2 market analysis reports on multifamily projects proposed for Dalian | |
| Jinggong Real Estate Development | July 2010-March 2011 |
| Project Assistant, Part time | Beijing, China |
| <ul style="list-style-type: none"> • Assisted with property management, reduced expense 10% by accountability measures • Developed budget calculations for proposed mix used project | |
| China Merchants Bank, Dalian Branch | April 2010-June 2010 |
| Credit Department Assistant | Dalian, China |
| <ul style="list-style-type: none"> • Conducted individual credit market research: utilized statistics software to analyze data • Accounts management and clearing | |

Addition experience

| | |
|------------------------------------------------------------------|--------------------------|
| National Business Plan Competition, Second Prize | July 2009 |
| College Commercial Real Estate Planning Competition, Third Prize | August 2010 |
| Green Earth Volunteers (Non-Profit) | July 2007-July 2012 |
| China Young Volunteer Association, Volunteer Teacher | September 2009-June 2012 |

Technical Skills

ARGUS, Crystal Ball, Microsoft Office, Google Sketch-Up, Enterprise E-file system



Cheng Ji, LEED GA
 Accelerated MSRE Program
 Graduation Date: August 2013

Affiliations: ULI, ICSC

Qualifications

- Underwriting
- Pro forma
- Market Analysis
- Data collecting
- Client liaison
- Budgeting

Education

Master of Science, Real Estate **Aug 2013**
 The Johns Hopkins Carey Business School Washington, DC

Bachelor of Science in Finance & Bachelor of Art in Business English **May 2012**
 Shanghai University of Finance and Economics Shanghai, China

Professional Experience

Shanghai Pudong Development Bank – Shanghai Branch **Feb 2011-May 2011**
Associate/Intern

- Produced 1 annual sales operating report (Shanghai)
- Produced 1 annual sales target and budget
- Summarized 3 monthly credit card payment reports
- Collected competitors news and branches data weekly
- Organized 1 team building activity

Meilin North office of Huaxin Security Co Ltd **Jul 2009-Aug 2009**
Assistant/Summer Intern

- Underwrote at least 10 stock brokerage contracts every week
- Wrote 2 investor education and communication newsletters
- Checked and inputted all customers' information into database

Technical Skills

ARGUS/Microsoft Office/Adobe Photoshop/Google SketchUp



Zach A. Kayce, LEED GA

Accelerated MSRE Program

Graduation Date: August 2013

Affiliations: ULI, ICSC

Qualifications

- Property Management
- Adv. Microsoft Excel
- Knowledge in ARGUS
- Market Analysis
- Due Diligence
- Financial Modeling
- Budgeting
- Pro Forma
- Selling

Education

Master of Science, Real Estate **Aug 2013**
 Johns Hopkins University, Carey Business School Washington, DC

Bachelor of Science, Marketing and International Business **June 2010**
 University of Delaware, Alfred Lerner College of Business and Economics Newark, DE

Work Experience

Bozzuto Management Company **October 2011 – August 2012**
 Assistant Property Manager (Halstead Square at Dunn Loring Metro) Vienna, VA

- 650+ units, 80K SF retail, new mixed-use, 3 phase development
- Reported on Market Analysis, Sales Forecasts, Occupancy Schedule, Operating Budget
- Audited all reports and tenants leases to ensure 100% due diligence rating
- Stabilized Phase I (95%) within 8 months (242 units)
- Managed and trained 10 employees

Bozzuto Management Company **March 2011 – October 2011**
 Assistant Property Manager (Lexington at Market Square) Washington, DC

- 145 units, 3 retail spaces, mixed-use development in Penn Quarter
- Operated the asset and increased NOI to 10% over-budget; Resulted in higher valuation
- Collected and audited delinquent revenue; Increased from 1% below budget to 6% over
- Improved resident and prospect survey ratings from last to #1 within DC portfolio

Bozzuto Management Company **June 2010 – March 2011**
 Leasing Consultant & Brand Manager (Loree Grand at Union Place) Washington, DC

- 206 units, 1 retail space, first residential mixed-use development in NoMA
- Developed competitive strategies to leverage property assets
- Sales and Service Associate Certified; 25% closing ratio and 3 follow-ups per lead
- Recognized as a Top Sales Achiever in Bozzuto; 3 out of 9 months



Anita Kundaje

Accelerated MSRE Program
Graduation Date: August 2013

Affiliations: ULI, ICSC, RICS

Qualifications

| | | |
|--------------------|-----------------------------|-----------------------------|
| Financial Modeling | Market Research & Analysis | Project Management |
| Budgetary Analysis | Architecture & Urban Design | Strong Communication Skills |

Education

| | |
|-------------------------------------------------------------------------|-----------------|
| M.S., Real Estate: The Johns Hopkins Carey Business School (DC) | Aug 2013 |
| M.A., Urban Design: National University of Singapore (Singapore) | 2009 |
| Bachelor of Architecture: University of Pune (India) | 2007 |

Professional Experience

| | |
|-------------------------------------------------|------------------------------|
| P&T Consultants Pte. Ltd., Singapore | May 2010 – April 2012 |
| <i>Project Architect</i> | |

- Successfully designed 7 projects ranging from 3,550 to 12 mil. sqft of multifamily, office, public housing & mixed-use types in Singapore & India;
- Led team of 6 as Project Architect for 3 Singapore govt. funded high rise-public housing projects each at 750,000 sqft and 650+ units;
- Experienced in pre-cast modular construction & 3 construction bid packages.
- Supervised budgetary analysis, maintained quality control & assisted in on-site problem solving for 2 projects

| | |
|-----------------------------------------|-------------------------------|
| Ong&Ong Pte. Ltd., Singapore | July 2009 – March 2010 |
| <i>Urban Designer</i> | |

- Conducted market research, feasibility analysis, conceptual design for 5 projects including 105,000 sqft of 35+ units in row housing & urban mixed-use (4.8 mil. sqft)

| | |
|------------------------------------------|------------------------------|
| Omar Nisar Studio Pvt. Ltd, India | June 2007 – July 2008 |
| <i>Architect</i> | |

- Prepared presentation and detailed drawings for 2 international residential schools & a layout of 3 luxury villas of 35,000 sqft.

Software Knowledge

Proficient in MS Office, Argus, CoStar, AutoCAD 2D/3D, Adobe Photoshop, SketchUp

Awards and Affiliations

- Singapore Institute of Architects Prize 2009 for top student in the MA(UD) program
- Registered Architect, Council of Architecture, India (CA/2008/41689)



Fuhong “Ryan” Li
 Accelerated MSRE Program
 Graduation Date: August 2013

Affiliations: ULI, ICSC

Qualifications

Full-time Johns Hopkins Graduate Student in Real Estate with 1+years experience in Finance:

- Financial Statements Analysis Real Estate Market Analysis
- Due Diligence Pro Forma
- Capital Market Valuation Client-Facing and Team Work

Education

| | |
|-----------------------------------------------|------------------|
| Master of Science, Real Estate | Aug 2013 |
| The Johns Hopkins Carey Business School | Washington, DC |
| Bachelor of Arts in Economics, Finance | June 2011 |
| Renmin University of China | Beijing, China |

Professional Experience

| | |
|------------------------------------------------------|---------------------------|
| Bank of China International Ltd., Head Office | Feb 2011-July 2012 |
| <i>Junior Analyst, Research Department</i> | <i>Beijing, China</i> |

- Tracked market information for China’s banking industry and drafted quarterly report
- Assisted extensive research on listed banks to provide clients with stock rating report
- Conducted correlation analysis of China’s currency supply, Shanghai Stock Index and housing price to warn clients with residential market risks.
- Calculated the loss of bad loan related to real estate industry and presented risk report to institutional investors

| | |
|---------------------------------------|--------------------------|
| Deloitte Touche Tohmatsu, Ltd. | Sep 2010-Nov 2010 |
| <i>Audit Intern, Audit Department</i> | <i>Hong Kong</i> |

- Engaged in the due diligence on financial, operational and managerial performance of Fountain Set Holdings, Ltd.
- Compiled data from annual Income Statement and Balance Sheet to test the operating expense, unrecorded receivables, and reported anomaly

| | |
|---------------------------------------------------------|---------------------------|
| China Minsheng Banking Corp, Ltd. | June 2009-Aug 2009 |
| <i>Summer Intern, International Business Department</i> | <i>Beijing, China</i> |

- Reviewed 200+ Letter of Credit (L/C) of import companies and reported disputable cases to the senior analyst, reducing 20% potential loss

Skills

- ARGUS/ Advanced Excel/ Microsoft/Crystal Ball/ SPSS
- English and Mandarin



Yuan “Eddie” Li, LEED GA

Accelerated MSRE Program

Graduation Date: August 2013

Affiliations: ULI, ICSC

Qualifications

- Finance
- Sustainability
- Appraisal
- Development
- Design
- Management

Education

Master of Science, Real Estate **Aug 2013**
 The Johns Hopkins Carey Business School Washington, DC

Bachelor of Economics **May 2012**
 University of International Business and Economics Beijing, China

Experience

Daimler Northeast Asia Parts Trade & Service Company **Dec 2011 – June 2012**
 Customer Relationship Management & Technical Intern Beijing, China

- Retrieved and classified over 50 claims from 120 dealers in the whole country everyday
- Keyed in over 250 cases of claims into global system for weekly submittal & recording
- Created technical files for over 3,000 newly created parts every month
- Collaborated effectively with colleagues in multitasking working environment

Citibank Young Talent Program **Spring 2011**
 Team Leader Shenzhen, China

- Rotated between different positions focusing on international financial markets
- Analyzed 50 funds and 20 insurance companies and designed financial plan for clients
- Collected market data and product information of over 12 different banks in the city
- Prepared a 30-page final report and delivered presentation to senior managers in English

Efficiency of China High-Speed Railway Investment **Summer 2011**
 Research Assistant Shenzhen, China

- Selected amongst 40 students by demonstrating leadership and analytical skills
- Analyzed data of 5 European high-speed railway systems from over 20 databases
- Reviewed and summarized 1,000+ pages of literature on railway management theories

Skills

- Financial Real Estate Tools: Argus, Crystal Ball, Costar
- Computer Skills: MS Windows, Word, Excel, AutoCAD, PowerPoint, Photoshop
- Language Skills: Fluent in English, Chinese, Cantonese



Chang “Doreen” Liu, LEED GA

Accelerated MSRE Program

Graduation Date: August 2013

Affiliations: ULI, ICSC, RICS

Qualifications

- Microsoft Office
- Photoshop
- Market Analysis
- ARGUS
- Communication
- Data Research
- Sketch-Up
- Valuation
- Pro Forma

Education

| | |
|------------------------------------------------------|--------------------|
| Master of Science, Real Estate | August 2013 |
| The Johns Hopkins Carey Business School | Washington, DC |
| Bachelor of International Economics and Trade | May 2012 |
| Central South University | China |

Job Experience

| | |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------|
| Youth Travel Service | October 2011 |
| Sales Team Leader | China |
| <ul style="list-style-type: none"> • promoted the local tourist spots—made the sales volume 3 times • developed new customers—brought in 1600 new customers • broke the sales record | |
| Citibank (China) | September 2011 |
| Bank Clerk | China |
| <ul style="list-style-type: none"> • Trained and practiced in bank, got familiar with financial statements | |
| Shenma International Trade Co., Ltd, Henan Province | July-August 2011 |
| Office Assistant | China |
| <ul style="list-style-type: none"> • Sorted documents, wrote sales reports, and assisted experienced colleagues | |
| Student Management Department | September 2009-September 2010 |
| Office assistant | China |
| <ul style="list-style-type: none"> • Phone Support • Wrote Memos • Made Meeting Records • Prepared for meetings • Prepared Activities • Filling and Copy | |



Tian “Will” Mu, LEED GA

Accelerated MSRE Program

Graduation Date: August 2013

Affiliations: ULI, ICSC, RICS

Qualifications

- Financial Analysis
- Project Management
- Market Analysis
- Civil Engineering
- Professional Software
- English & Mandarin

Education

Master of Science, Real Estate **Aug 2013**
 The Johns Hopkins Carey Business School Washington, DC

Bachelor of Engineering, Construction Management **July 2012**
 Tsinghua University, Department of Civil Engineering Beijing

Research

Institute of Real Estate Studies, Tsinghua University **Sep 2010 – Sep 2011**
 Research Assistant Beijing

- Data Processing of over 10,000 items with the application of Arch-GIS, EXCEL, etc., as part of the research investigating the behavioral analysis of developers and the environment’s influence on housing prices
- Assisted in writing China Retail Real Estate Newsletter for ICSC
- Investigation for Pricing Mechanisms of Beijing Public Rental Houses:
 - Contacted 30 applicants through phone; Interviewed the directors from 3 real estate companies on the issues of financing, construction and management; Visited over 10 real estate agencies to distribute questionnaires and obtained more than 100 valid feedbacks

Professional

China Overseas Property Co., Ltd., Ningbo Branch **Aug 2011 – Sep 2011**
 Intern Ningbo

- Participated in routine, commissioning, and acceptance meeting, etc.
- Assisted the civil engineers with the supervision and coordination work on the construction sites
- Made and issued more than 30 interim payment and final payment certificate
- Assisted with construction bidding of epoxy resin floor for the underground garage



Ife Oyelowo

Accelerated MSRE Program
Graduation Date: August 2013

Affiliations: ULI, ICSC, RICS

Qualifications

- Budget Management
- Strategic Planning
- Market Analysis
- Pro Forma Development
- Due Diligence
- Target Marketing

Education

Master of Science, Real Estate **Aug 2013**
The Johns Hopkins Carey Business School Washington, DC

Bachelor of Business Administration **Apr 2006**
University of Pittsburgh Pittsburgh, PA

Experience

Keystone Custom Homes New Residential Construction **May 2011 – Sep 2012**
New Home Advisor Lancaster, PA

- Managed daily operations of 3 development projects
- Successfully negotiated 30 binding Purchase and Sale Agreements in 12 months
- Recognized twice as “All-Star of the Month”; nominated for “All-Star of the Year”

Keller Williams Realty Brokerage **Jan 2011 – May 2011**
Buyers Agent Harrisburg, PA

Lords Telecom Electronic Sales **Nov 2008 – Jan 2011**
Manager Harrisburg, PA

- Managed and monitored annual budget
- Examined forecasted costs to actual costs to identify inefficiencies and opportunities
- Directed due diligence, and established partnerships that boosted revenues 40%

City of London Investment Group Financial **Apr 2008 – Oct 2008**
Fund Accountant Coatesville, PA

Colonial Electric Supply Construction **Dec 2006 – Apr 2008**
Buyers Agent King of Prussia, PA

- Maintained full charge of all cash mgmt functions for a \$300M revenue company
- Analyzed departmental activities and obligations to develop yearly budget



Morgan Privitte, LEED GA

Accelerated MSRE Program

Graduation Date: August 2013

Affiliations: ULI, ICSC

Qualifications

- Financial Modeling
- Team Management
- Budgeting
- Research / Reporting
- Market Analysis
- High Level Excel

Education

The Johns Hopkins Carey Business School

Master of Science, Real Estate

August 2013

Washington, DC

University of Pennsylvania, College of Arts and Sciences

Bachelor of Arts, Economics

May 2012

Philadelphia, PA

Technical Skills

ARGUS Valuation – DCF, Microsoft Office, Adobe InDesign and Dreamweaver, Maple, Stata, SPSS, S&P Capital IQ, Bloomberg Professional (Commercial Real Estate focus)

Experience

University of Pennsylvania, Rodin College House

Café Manager

August 2011 – May 2012

Philadelphia, PA

- Managed and trained 17 baristas; resolved scheduling problems and facilitated conflict resolution
- Acting intermediary between café staff and administration for all payroll related matters
- Developed and implemented loyalty rewards program resulting in increased sales
- Assisted in quick resolution to locate a substitute vendor for a high sales product

MOD Worldwide

Real Estate Research & Marketing Intern

May 2011 – December 2011

Philadelphia, PA

- Analyzed REITs on 4 continents for interest in multi-family investment properties
- Prepared report compiling 750+ executive summaries of public and private REITs
- Composed 2 commercial property brochures (70-90 pages) containing demographic, economic, and financial analysis



Weiqiao “Joey” Qi, LEED GA

Accelerated MSRE Program

Graduation Date: August 2013

Affiliations ULI, ICSC

Education

Master of Science, Real Estate

The Johns Hopkins Carey Business School

August 2013

Washington, DC

Bachelor of Economics

University of Science and Technology Beijing

June 2012

Beijing, China

Experience

IA & DT, Siemens Ltd, China

Non-Profit

September 2011 – December 2011

AS Intern

Beijing, China

- Engaged in the entire process of the A.S. leadership project
- Created and modified sales application forms
- Received approval from the Sales Department managers from the German headquarters
- Submitted the application of business purchasing orders
- Established and maintained the project website
- Familiarized with a corporate working atmosphere, improved interpersonal communication skill, problem-solving, and practical operational skills

Oshkosh Corporation, China

Non-Profit

June 2011 – August 2011

Financial Intern

Beijing, China

- Understood the format of accounting documents and the major responsibilities of the financial department
- Further understood financial knowledge and applied this knowledge in practice
- Contacted various banks and gained some experience in this process

Skills

Financial tools: Argus Valuation, Crystal Ball, HP 12C

Computer tools: MS Office Suite, Google Sketchup, AutoCAD

Languages: Fluent in English and Chinese



Yuefan “Neil” Shao, LEED GA

Accelerated MSRE Program

Graduation Date: August 2013

Affiliations: ULI, ICSC, RICS

Qualifications

- Market Analysis/Reports
- Building Design
- Cold Calling
- Rent & Revenue Projections
- Financial Analysis
- Client-Facing

Education

Master of Science, Real Estate **Aug 2013**
 The Johns Hopkins Carey Business School Washington, DC

Bachelor of Science in Real Estate Management **July 2012**
Minor in Financial Statistics **July 2011**
 Shanghai University of Finance and Economics Shanghai, China

Merit in Diploma of Economics **July 2011**
Exchange Student
 University of Southampton Southampton, England

Experience

China Mingsheng Bank Corp, LTD. **July 2011 – Oct 2011**
 Internship Inter Bank Department
Shanghai, China

- Managed to visit 5 banks to discuss loan issues
- Reviewed over 15 accounting sheets
- Reviewed over 20 loan documents for completeness and accuracy
- Assisted in resolving problems at closing

Additional Experience

Shanghai University of Finance and Economics **July 2009 – May 2010**
 Vice President of International Corporation Forum

Skills

Computer: MS Windows Office, Google Sketch up, Argus, Photoshop

Language: English, Chinese



Joseph S. Shin

Accelerated MSRE Program
Graduation Date: August 2013

Affiliations: US Citizen, ULI, ICSC

Qualifications

- Pro Forma Development
- Financial Statement Analysis
- Advanced Excel and Argus
- Due Diligence
- Market Analysis
- Client-Facing

Education

| | |
|-------------------------------------------------------------------------------------|--------------------------------------|
| Master of Science, Real Estate The Johns Hopkins Carey Business School | Aug 2013 Washington, DC |
| Master of Accountancy The George Washington University School of Business | May 2011 Washington, DC |
| Bachelors of Science, Biology Boston College | Aug 2009 Chestnut Hill, MA |

Professional Experience

| | |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------|
| RAFFA P.C. Audit and Tax Accounting Staff Auditor | Jul 2011 – Jun 2012 Washington, DC |
| <ul style="list-style-type: none"> • Contracted with KPMG to audit the Department of Commerce • Reviewed financial statements, controls, cash accounts, fixed assets, payroll, revenues and expenses at not-for-profit organizations, including The Newseum and YMCA of DC • Performed due diligence on client-prepared statements by reviewing rental agreements, legal documents, board minutes and third-party reports • Developed a new audit department training manual, while assisting in the re-development of new-hire training curriculum | |
| CAPITOL HILL GROUP Real Estate and Healthcare Investments Accounting Associate | Sep 2009 – Nov 2010 Washington, DC |
| <ul style="list-style-type: none"> • Monitored bank accounts, cash disbursements and internal controls designed to protect the company from over-spending and fraudulent behavior • Processed and tracked invoices for customer billings and reviewed payroll for a portfolio company | |



Joohee “Jennie” Sohn
 Accelerated MSRE Program
 Graduation Date: August 2013

Affiliations: ULI, ICSC

Education

| | |
|-----------------------------------------------------------------------------------|-----------------------------------|
| M.S. in Real Estate The Johns Hopkins Carey Business School | Aug 2013 Washington, DC |
| M.A. in Real Estate Finance and Investment Konkuk University | Feb 2011 Seoul, Korea |
| B.A. in Management / B.S. in Computer Science Handong Global University | Aug 2006 Pohang, Korea |

Professional Experience

| | |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------|
| Hanmaeum Law Group Staff / Real Estate & Construction Division | July 2010 – June 2012 Seoul, Korea |
| <ul style="list-style-type: none"> • Conducted research and analyzed various real estate related lawsuits and legal advice • Prepared necessary information and documents for attorneys. • Conducted research for lawsuits related to real estate development and purchase, sale and leasing of office buildings. | |
| Seoul Development Institute Researcher / Metropolitan Policy Research Group | Aug 2009 – June 2010 Seoul, Korea |
| Korea Research Institute for Human Settlements Intern / Housing, Land & Construction Economy Research Division | Jan 2009 – July 2009 Anyang, Korea |
| CB Richard Ellis Intern / Consulting Department | Apr 2008 – June 2008 Seoul, Korea |
| Konkuk Research Institute of Real Estate and Urban Studies Researcher / Real Estate Research Center | Mar 2007 – Mar 2008 Seoul, Korea |
| LG Electronics Intern / Consulting Department | Apr 2008 – June 2008 Noida, Korea |
| Korea Banking Institute Part-time Instructor / Career Skill-Up Training Program | Mar 2008 – Jul 2008 Seoul, Korea |

Skills

Language Skills: Korean (Native), English (Fluent)

Technical Skills: SPSS, ARGUS, Microsoft Office, Adobe Photoshop, SketchUp, Java, JSP



Chengxuan “Bryan” Song

Accelerated MSRE Program

Graduation Date: August 2013

Affiliations: ULI, ICSC

Qualifications

Full-time M.S. Real Estate Candidate (2013), M.S. Finance Recipient (2012), with investment banking experience:

- Prospectus
- Pitch Book
- Industry Research Report
- Data Mining
- Modeling
- Client Service

Education

| | |
|----------------------------------------------------------------------------------|------------------------------------|
| Master of Science, Real Estate The Johns Hopkins Carey Business School | Aug 2013 Washington, DC |
| Master of Science, Finance Clark University | May 2012 Worcester, MA |
| Bachelor of Economic Beijing Jiaotong University | June 2010 Beijing, China |

Experience

| | | |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------|--------------------------------------------------|
| Goldman Sachs Group, Inc. Analyst | Investment Bank | June 2011 – August 2011 Beijing, China |
| <ul style="list-style-type: none"> • Conducted M&A pitch books and related research reports, including industry research, shareholder structure and financial highlights • Analyzed debt situation and produced corporation bond issuance program for an SOE | | |
| China International Capital Corporation Summer Intern | Investment Bank | June 2012 – August 2012 Beijing, China |
| <ul style="list-style-type: none"> • Updated the Prospectus for a state-owned enterprise • Attended modeling meetings and built valuation model for an IPO • Composed proposal for a non-public offering • Designed and created the Investment Highlights slides in Road Show Presentation | | |

Skills

Bloomberg Financial Systems, Argus, Thomson One, Wind Terminal, Crystal Ball, Microsoft Office, CoStar, Photoshop.



Siqui “Alice” Wang, LEED GA

Accelerated MSRE Program

Graduation Date: August 2013

Affiliations: ICSC, ULI, RICS

Qualifications

- Master of Real Estate
- First Honour Bachelor degree of Property Management
- Working experience in property management in Hong Kong & Beijing

Education

| | |
|------------------------------------------------------|--------------------------|
| Master of Science, Real Estate | Aug 2013 |
| The Johns Hopkins Carey Business School | Washington, DC |
| First Honour of BSc(HONS) Property Management | Aug 2008-May 2012 |
| The Hong Kong Polytechnic University | Hong Kong |
| Summer Exchange Program | Jun 2011-Aug 2011 |
| Aarhus University | Denmark |

Professional Experience

| | |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------|
| Kai Shing Management Services Ltd | Sep 2011-Dec 2011 |
| Part-time Trainee | Hong Kong |
| <ul style="list-style-type: none"> • Collected data of customer satisfaction for the Marketing Department • Analyzed the data and provided advices about the future improvement | |
| Jones Lang LaSalle | Jun 2010 – Aug 2010 |
| Summer Internship | Beijing |
| <ul style="list-style-type: none"> • Rotated through four different types of properties to assist with property management • Handled customer service and filed daily management records • Helped the headquarters evaluate the performance of these four properties • Analyzed the conditions of property management industry and future prospects | |

Skills

Financial Tools: CoStar, Argus, Crystal Ball, SPSS, Eviews

Computer: MS Windows, Word, Excel, PowerPoint, Access, Google SketchUp, AutoCAD

Language: Fluent in English and Cantonese; Native fluency in Mandarin



Quanqi “Bill” Wang, LEED GA

Accelerated MSRE Program

Graduation Date: August 2013

Affiliations: ULI, ICSC

Education

Master of Science, Real Estate

The Johns Hopkins Carey Business School

Aug 2013

Washington, DC

Bachelor of Science in Biotechnology

Fudan University School of Life Science

July 2012

Shanghai, China

Experience

Intern

Shanghai Zhongzhou Certified Public Accountants
(Jan. 2011—Feb. 2011 & July. 2011—August. 2011)

Responsibility:

- Engaged in operating expenses, management expenses audit
- Worked out the special audit of Shanghai Labor and Social Security Ministry

Leader of UBPA

Volunteer of Shanghai World Expo Manager Position
(April. 2010—June. 2010)

Responsibility:

- Managed the volunteers of World Expo Urban Best Practice Area
- Guided and trained the volunteers
- Coordinated the relationship between the staff and the volunteers
- Organized the volunteer service work

Skill

- **Financial tools:** ARGUS, Crystal Ball, HP12C Calculator
- **Computer:** Word, Excel, PowerPoint, Costar, SketchUp, Basic AutoCAD
- **Language:** Fluent English, Native speaker of Chinese, some Japanese

Honors and Awards

2010 Shanghai World Expo advanced individual volunteer



Qian “Vicky” Wei
 Accelerated MSRE Program
 Graduation Date: August 2013

Affiliations: ULI, ICSC, RICS

Qualifications

- Market Analysis
- Valuation
- Data Research
- Communication
- Pro Forma
- Team Liaison

Education

Master of Science, Real Estate **Aug 2013**
 The Johns Hopkins Carey Business School Washington, DC

Bachelor of Science, Finance **Jun 2012**
 Shenzhen University Shenzhen, China

Experience

China International Fund Management Co., Ltd **Apr 2012 – July 2012**
 General Assistant Shenzhen, China

- Interpreted financial reports and analyzed corporate financial health
- Evaluated products and services from 28 related financial institutions

Jones Lang LaSalle **Jan 2012 – Mar 2012**
 Assistant Market Analyst Shenzhen, China

- Developed database of 84 commercial office buildings in Shenzhen CBD
- Analyzed Shenzhen real estate market trend
- Assisted with the preparation of client presentations

China Citic Bank **Jan 2011 – Mar 2011**
 Intern, Department of Personal Banking Shenzhen, China
 · Rotated roles to gain exposure to futures, options, securities, insurances and funds

Skills

- Computer: Microsoft Office, CoStar, SPSS, Argus, SketchUp
- Languages: English, Mandarin, Cantonese, Spanish (Conversational)



Gege “Gabriella” Zhang, LEED GA

Accelerated MSRE Program
Graduation Date: August 2013

Affiliations: ULI, ICSC

Qualifications

- Market Analysis
- Accounting Skills
- Financial Reporting
- Financial Analysis
- Mandarin & English
- Commercial Writing

Education

| | |
|---------------------------------------------------------|------------------|
| Master of Science, Real Estate | Aug 2013 |
| The Johns Hopkins Carey Business School | Washington, DC |
| Bachelor of Financial, Accounting and Management | July 2012 |
| University of Nottingham, Ningbo, China | Ningbo, China |

Professional Experience

| | |
|--------------------------|----------------------------|
| Zurich Investment | Jan 2010 – Feb 2010 |
| Intern | Hong Kong |

- Conducted group study on two financial investment products of Zurich
- Carried out market survey and made presentation to manager to analyze our strengths, weakness, and market forecast

| | |
|---------------------------------------------------------------|-----------------------------|
| Industrial and Commercial Bank of China, Ping Dingshan | June 2011 - Aug 2011 |
| Assistant client manager | |

- Provided more than 200 customers with financial management consultancy, such as how to choose proper financial management products according to their conditions
- Coached customers to make risk positioning
- Learned the banking process, finance industry practice, and related industrial knowledge.

Volunteer Experience

- Taught English, Chinese and Math at Ningbo Yuhong Primary School. Learned the importance of education to the underprivileged and enhanced social responsibility
- Chinese Concern by Nottingham (UK) student organization: taught Chinese class, promoted the cultural exchange, and strengthened communication skills

Technical Skills

ARGUS / Microsoft Office / Excel / Project / Access/ Adobe Photoshop / SketchUp / Stata



Zhe “Cherie” Zhang, LEED GA

Accelerated MSRE Program

Graduation Date: August 2013

Affiliations: ACCA, ULI, ICSC, RICS

Qualifications

- Pro Forma
- Chinese (Mandarin)
- Data Analysis
- Information Integration
- Financial Reporting

Education

Master of Science, Real Estate **Aug 2013**
 The Johns Hopkins Carey Business School Washington, DC

Bachelor of Management in Accounting **July 2012**
 Sichuan University Cheng Du, China

Exchange Program **May 2012**
 San Diego State University/ Disney College Program San Diego/ Los Angeles, CA

Professional Experience

MSRE Program Full Time Student **Aug. 2012- Aug. 2013**

- Created real estate investment report including market analysis, pro forma and proposal
- Conducted market analysis for Arrowbrook office center
- Site design and planning assignment
- Different workshops including ARGUS, EXCEL and Sketch Up

Citibank China Private Business Service **Jun.12 2011- Aug.11 2011**

- Marketing Analysis of upper level clients
- Found potential clients and communicated with clients
- Assisted client manager in designing and providing investment portfolio for clients

Jiangsu Talent CPA Auditor **Jan.09 2011- Feb.28 2011**

- Made financial statement for companies
- Participated in editing and auditing of balance sheet
- Financial Performance Analysis



Yufeng “Sherlock” Zhou

MSRE Program

Graduation Date: August 2013

Affiliations: ULI, ICSC

Qualifications

- Financial Analysis
- Market Analysis
- Investment Reports
- Pro Forma
- Property Management

Education

| | |
|-------------------------------------------------------|---------------------|
| Master of Science, Real Estate | Aug 2013 |
| The Johns Hopkins Carey Business School | Washington, DC, USA |
| Bachelor of Management, Real Estate | July 2011 |
| Beijing Normal University Zhuhai Campus | Zhuhai, China |
| Bachelor of Economics, Finance (Double Degree) | July 2011 |
| Beijing Normal University Zhuhai Campus | Zhuhai, China |

Experience

| | |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------|
| Industrial and Commercial Bank of China | July 2011– August 2012 |
| Financial Planner, Financing Center | Xiamen, China |
| <ul style="list-style-type: none"> • Examined the financial statements of clients to understand their budgets and expenses • Created financial plans or strategies for clients to their specific situations • Made researches on diverse financial products and market trends | |
| Industrial and Commercial Bank of China (Intern) | July 2009– June 2011 |
| Loan Office, Credit Department | Xiamen, China |
| <ul style="list-style-type: none"> • Provided consulting services about loan programs and application assistance to clients • Processed loan application and completed credit analysis • Made investigations on the circumstance of borrowers to ensure their timely repayment | |
| Vanke Realty Co., Ltd., China | July 2007– June 2009 |
| Consultant, Sales Department (Intern) | Zhuhai, China |
| <ul style="list-style-type: none"> • Made surveys on market status and collected information of competitors • Gathered and evaluated economic and market data | |

Skills

- Language Skills: Fluent in English, Mandarin and Cantonese
- Financial Real Estate Tools: Crystal Ball, Costar, Argus
- Computer Skills: MS Windows, Excel, PowerPoint, Word, AutoCAD

III. Accelerated Master of Science in Real Estate (A-MSRE)

The Accelerated Master of Science in Real Estate (MSRE) is an intense, 36-credit, program that can be completed in 12-months. The program is aimed at students who are able to commit full-time to their graduate studies and who have limited real estate work experience. The cohort-based curriculum features 14 courses over the Fall and Spring semesters and a full-time, 8-week internship in the Summer Semester. The course emphasizes real estate development and focuses on project-level feasibility, finance and investment.

Courses

The Skills, Tools, and Methods Core include the following 2-credit courses:

1. Real Estate Economics
2. Smart Growth and Sustainability
3. Financial Modeling and Real Estate Analysis
4. Legal Issues in Real Estate
5. Ethical Leadership
6. Business Communications

The Business Core includes the following 2-credit course:

1. Real Estate Development Process
2. Market Analysis for Real Estate
3. Global Perspectives in Real Estate
4. Managing Construction Projects
5. Financing Real Estate Projects
6. Real Estate Investment: Risks and Opportunities

The Accelerated MSRE also features a course on site planning and design as well as a course for guest speakers and field trips entitled Contemporary Topics. A two-credit practicum course and a six-credit full-time Summer Internship program complete the required 36 hours for graduation.

Fall Semester, 2012

| Course Name | Instructor |
|----------------------------|--------------------|
| Legal Issue in Real Estate | Tara Scanlon |
| Site Plan & Design | Christopher Murray |
| Market Analysis | Richard Parli |
| Business Communication | Louise Schiavone |
| Contemp Topics | Daniel Kohlhepp |
| RE Development Process | Daniel Kohlhepp |
| Financial Model & Analysis | Daniel Kohlhepp |

Spring Semester, 2013

| Course Name | Instructor |
|------------------------------------|---------------------------|
| Leadership Ethics Seminar | Louise Schiavone |
| Real Estate Economics | Richard Parli |
| Financing Real Estate Project | David Sislen |
| Smart Growth & Sustainability | Emily Vaias and Anne Mead |
| Real Estate Risk & Opportunities | David Sislen |
| Practicum | Daniel Kohlhepp |
| Managing Construction Projects | John Fitzgerald |
| Global Perspectives in Real Estate | Julian A. Josephs |

Summer Semester

| Course Name | Instructor |
|----------------------|-------------------|
| Full-time Internship | Daniel Kohlhepp |

IV. Program Orientation

August 13-17, 2012

The Accelerated MSRE Program begins with a weeklong orientation. The purpose of the orientation is three fold:

1. To integrate the new students into the Johns Hopkins Carey Business School system;
2. To introduce the students to each other, the faculty, the staff and the local alumni; and
3. To provide basic financial, statistical, and valuation competency through a series of workshops during the week.

Program Orientation

| Monday, Aug. 13 | | |
|---------------------------|------------------------------------------------------------------------------------------|------------------------------------------------|
| 8:00—10:30 | Welcome: introductions; orientation overview; program overview (with Breakfast) | Anikeeff, Kohlhepp, Foley, |
| 11:00—Noon | Facilities/J-Card/AAP Library/SAIS Cafeteria | Flynn |
| Noon—1:30 | Lunch at Ping Pong Dim Sum | Rome |
| 1:30—5:00 | Washington, DC Monument Tour | Kohlhepp |
| 5:00—5:30 | Pizza Party | |
| Tuesday, Aug. 14 | | |
| 9:00—Noon | Basic Financial Statement | Staiger |
| Noon—2:00 | Lunch Provided | Rome |
| 2:00—5:00 | Basic Statistics | Staiger |
| Evening | Dinner with Alumni at Mad Hatter on Conn Ave | Rome |
| Wednesday, Aug. 15 | | |
| 9:00—Noon | Excel for Real Estate I | Thompson |
| Noon—1:00 | Light Lunch | Rome |
| 1:00—5:00 | Excel for Real Estate I | Thompson |
| Evening | Reception with local Professional Associations (NAIOP, ICSC, CREW, RICS) at Beacon Hotel | Rome |
| Thursday, Aug. 16 | | |
| 9:00—Noon | Basic Valuation | Kohlhepp |
| Noon—2:00 | Light Lunch | Rome |
| 2:00—5:00 | Cap Rates and Ratios | Kohlhepp |
| Evening | Free Time | Rome |
| Friday, Aug. 17 | | |
| 9:00—Noon | Student Services & International Student Services | Lorch |
| Noon—2:00 | Lunch: Meet Real Estate Faculty at Beacon Hotel | Anikeeff, Joseph, Schiavone, Kohlhepp |



Orientation on 8/13: JHU Carey Dean Ferrari speaks to A-MSRE students.



Orientation on 8/13: New friends gather before touring “Nation’s Capital.”



Orientation on 8/13: American and international students tour Washington, D.C.



Orientation on 8/17: Students meet and dine with program faculty

V. Workshops

The students take a series of half-day and full-day workshops during the Fall and Spring semesters. The purpose of these workshops is to introduce and teach the students specific skills that are valuable during the 12-month program and hopefully for the rest of their professional careers.

Workshops: Fall Term I

| Times | Content | Instructors |
|-----------------------|-------------------------------------------|-----------------------------------|
| Aug. 14, am | Basic Financial Statement | Roger Staiger |
| Aug. 14, pm | Basic Statistics | Roger Staiger |
| Aug. 15, am pm | Excel I for Real Estate | Heidi Thompson |
| Aug. 16, am | Basic Valuation | Daniel Kohlhepp |
| Aug. 16, pm | Capitalization Rates and Financial Ratios | Daniel Kohlhepp |
| Aug. 23, am | Excel II for Real Estate | Heidi Thompson |
| Sep. 6, am | HP 12C: Financial Calculators | Roger Staiger |
| Sep. 6, pm | Co-Star Orientation | Mary Cole, Co-Star |
| Sep. 13, am | Pro Forma Spread Sheet I | Roger Staiger |
| Sep. 17, am | Google Sketch-up/RS Means | Robert Gehrman, BCT Architects |
| Sep. 20, am pm | Excel III for Real Estate | Heidi Thompson |
| Sep. 24, am | Pro Forma Spread Sheets II | Roger Staiger |

Workshops: Fall Term II

| | | |
|-----------------------|------------------------|--------------------------------------|
| Oct. 17, am | Statistics | Roger Staiger |
| Oct. 17, pm | Monte Carlo Simulation | Roger Staiger |
| Oct. 27, am pm | Argus I | Bob Rajewski |
| Oct. 31, pm | Resume I | Mike Bush |
| Nov. 2, am | Indicies I | Roger Staiger |
| Nov. 3, am pm | Argus II | Bob Rajewski |
| Nov. 5, am | Indicies II | Roger Staiger |
| Nov. 6, pm | LEED Seminar | Fulya Kocak |
| Nov. 13, pm | Resume II | Mike Bush |
| Nov. 14, pm | Dress for success | Lisa Tumbarello, Louise Schiavone |
| Nov. 14 pm | Dining for Success | Beverly Tinson, Louise Schiavone |

Workshops: Spring Term I

| Times | Content | Instructors |
|-----------------------|-------------------------------------|--------------------|
| Feb. 2, am pm | ARGUS Certification I | Robert Rajewski |
| Feb. 7, am | Microsoft Project | Tom Huber |
| Feb. 9, am pm | ARGUS Certification II | Robert Rajewski |
| Feb. 13, pm | LEED GA Accreditation Review | Allison Wilson |
| Feb. 21, am pm | Excel III for Real Estate | Heidi Thompson |
| Feb. 23, am pm | Capital Stack & Mezzanine Financing | Robert Rajewski |
| Mar. 13, pm | CREW DC Chapter Networking | CREW DC |



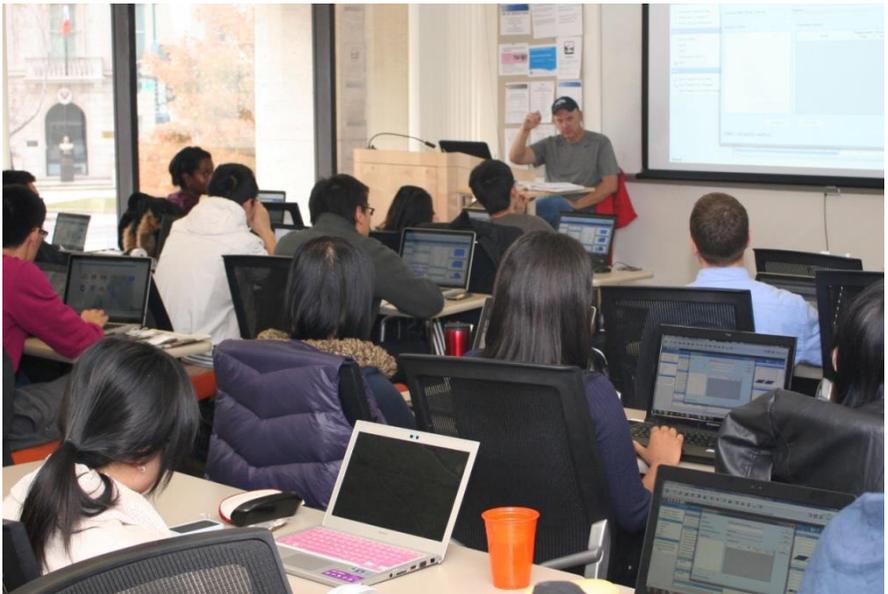
Academic Director, Dan Kohlhepp, discusses valuation with student, Zach Kayce.



Software Trainer, Heidi Thompson, teaches full-day MS Excel workshops



Software Instructor, Heidi Thompson, works closely with students.



Bob Rajewski, Senior Professional Instructor and Director of Finance at Continental Realty Corporation, teaches ARGUS DCF full-day seminars.



It is a full house for Bob Rajewski's 9 AM Saturday morning ARGUS Seminar.



Students, Shangjie (Vivian) Gao, Janka Durisova and Yuefan (Neil) Shao, collaborate on ARGUS DCF / financial modeling project.



Mike Bush, Founder of Minority Resource, presents resume building, interviewing and networking skills seminars.



Fulya Kocak, Director of Sustainability at Clark Construction, overviews LEED GA certification strategies.

VI. Guest Speakers

GUEST SPEAKER INTRODUCTION

Guest Speakers representing the various aspects of the broad real estate field present their experiences, forecasts, and best advice with the MSRE students throughout the academic year. Often the speakers share an informal lunch or an after-class reception with the students to discuss networking and internships as well as guidance.

Program Guest Speakers

| | | |
|----------------|------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------|
| Aug. 29 | Fulya Kocak, Clark Construction | Green Building & Sustainable Development |
| Sep. 5 | Neal Fleming, Geof Stricker, Jamie Martin, Edgemoor Infrastructure | Infrastructure Development and Public Private Partnerships |
| Sep. 12 | Glenn Mueller, University of Denver | Real Estate Market Cycles and REITs |
| Sep. 19 | Bobby Zeiller, SunBrook Partners | Land Packaging |
| Sep. 26 | Greg Meyer, Cykou Hestani, Anne Nzioki, Kim Kohlhepp, Brookfield Office Properties | Property and Asset Management |
| Oct. 3 | Toby Bozzuto Bozzuto Development | Multi-Family Development |
| Oct. 10 | Art Fields, Crescent Resources, LLC, Zac Vuncannon, USAA Real Estate | Land Development, Building Development, and Building Operations at Potomac Yard |
| Oct. 11 | Prof Richard Yan-ki Ho City University of Hong Kong | Chinese Land/Property Markets in the Late 18th and 19th Centuries |
| Oct. 24 | Chip Olson and Yalda Ghamarian, CBRE | CBRE Wheel Program |
| Nov. 7 | Steve Felix, Solutions by Steve Felix | Networking: Connecting the Dots |
| Nov.11 | Ryan Clutter, CBRE | Investment Real Estate Market Conditions |
| Dec. 5 | Janet Marie Smith, Los Angeles Dodgers | Mining Diamonds: The Resurgence of Classic Baseball Parks in American Cities |
| Feb. 16 | James McKellar, York University | Infrastructure as a Course of Study |
| Mar. 15 | Bonnie Gottlieb NAREIT | CREW DC Connections Keynote |
| Mar. 22 | Lily Qi, Office of the County Executive, Montgomery County, MD | Cultural Adaptation |
| Apr. 7 | Jian Chen, Ph.D., CFA, Integrated Financial Engineering | Residential Real Estate Finance |

Additional Guest Speakers

Global Perspectives, Spring 2013, by Julian Josephs

| Date | Speaker | Content |
|----------------|-----------------------------------------------------------------|-----------------------------------------------------------|
| Mar. 25 | Kat MacClelland, Cambridge Doctoral Candidate | Working Overseas for a Foreign Government |
| Mar. 25 | Lenka Dewa, CEO, Globaf | Investing in Africa |
| Mar. 25 | Nicholas St Johnston, IFC | Investing in Asia |
| Apr. 1 | Mike Anikeeff, Director, Edward St. John Real Estate Program | Global Demographics and their Effect on Real Estate |
| Apr. 1 | Thomas Piennar, Director, Corporate Affairs, RICS | The Global Growth at RICS |
| Apr. 1 | Richard Vaughan, Director, Hill Consulting | Investing in the Middle East and Russia |
| Apr. 8 | Brian Oster, EB5 Capital | The EB-5 Program |
| Apr. 8 | Chet Patel, Director, Baywood Hotels | Building Hotels in India |
| Apr. 8 | David Pahl, Pramerica | Investing for Foreign Investors |
| Apr. 15 | Jim Fetgatter, CEO, AFIRE | The Growth of Int'l Investors in Acquiring US Real Estate |
| Apr. 22 | Terry Dunkin, Dunkin Appraisal Services | Professional Services Overseas |
| Apr. 22 | Michael Gorge, Chairman, CREFDI Realty Advisors | Global Real Estate Representation |
| Apr. 22 | Glenn Williamson, CEO, Ambeerreal | Eastern Europe |

Additional Guest Speakers

Global Perspectives, Spring 2013, by Julian Josephs

| Date | Speaker | Content |
|----------------|-------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------|
| Apr. 29 | Bill Endsley, Secretary General, FIABCI-USA | Global Research and Networking |
| Apr. 29 | Roy Higgs, President, Roy Higgs International LLC | Global Architecture |
| Apr. 29 | Laurent De Kousemaeker, Chief Development Officer, Marriott Caribbean and Latin American Region | Expanding a Domestic Hotel Brand Globally |
| Apr. 29 | Matt Bronfman, CEO, Jamestown Properties | Investing and Asset Managing for Int'l RE Investors in DC |
| May 6 | John Reardon | Growth of Sovereign Funds Investing in Cross Border RE Transactions |
| May 6 | Andrew Roud, St. John Properties | Developing in Europe |
| May 6 | Dietmar Georg, Chairman, GLL Real Estate Partners | Biz Model of RE Investment Mgmt Firm: Drivers for Success and Skill Sets Needed |
| May 6 | Jim Reid, Head of Eastern Region, CBRE | |



Fulva Kocak, Director of Sustainability at Clark Construction, reviews LEED GA Exam for students' LEED accreditation process



Neal Fleming, Principal at Edgemoor Infrastructure and Real Estate, presents on-going projects in infrastructure.



Geoffrey Stricker, Managing Director at Edgemoor Infrastructure and Real Estate, highlights the value of infrastructure projects.



Award-winning real estate researcher and advisor, Glenn Mueller, presents real estate market cycles.



Students meet property and asset management team from Brookfield.



Cykou Hestani, Leasing Manager from Brookfield, networks with students.



Anne Nzioki, Assistant Controller from Brookfield, shares international experience.



Greg Meyer, DC Region SVP at Brookfield, chats with students during lunch.



Greg Meyer, Brookfield, presents on-going DC redevelopment projects.



Toby Bozzuto, President of Bozzuto Development, chats with student, Zach Kayce.



Art Fields, Crescent Resources LLC, meets with students to discuss careers in real estate.



The Accelerated MSRE Program hosts Zac Vucannon, USAA, and Art Fields, Crescent Resources LLC, to discuss the development of Potomac Yards.



Professor Richard Yan-Ki Ho, Fulbright Scholar from City University of Hong Kong, gives lecture on 18th and 19th century land property markets in China.



Yalda Ghamarian, 2012 Alumna, Wheel Associate at CBRE Capital Markets, presents the CBRE Wheel Program with mentor, Chip Olson, Senior Managing Director.



Steve Felix, executive coach and consultant, discusses real estate career development.



Ryan Clutter, Executive VP with CBRE, presents the DC Metro office market.



Lily Qi, Director of Special Projects, Montgomery County County Executive's Office, discusses culture, adaptation, and transition.



Mike Anikeeff, Chair of the Edward St. John Real Estate Program, lectures on world population growth in Julian Josephs' Global Perspectives class.



Bonnie Gottlieb, Senior Vice President, Industry & Member Affairs, NAREIT addresses MSRE students in her Keynote Speech during the CREW DC and JHU Career Event.



Jian Chen, Managing Director, Integrated Financial Engineering, and Adjunction Faculty, Carey Business School offers presentation on U.S. Residential Real Estate Finance.

VII. Field Trips

FIELD TRIPS INTRODUCTION

Field trips are an important part of the Accelerated MSRE student experience at the Johns Hopkins Carey Business School. The field trips provide an opportunity to experience real estate developments in the built environment outside of the classroom.

Field Trips

| Date | Destination | Guide/ Hosts |
|----------------|--------------------------------------------------------------------------------------|------------------------------------------------------------------------|
| Aug. 13 | Tour of the Washington Monuments | Dan Kohlhepp |
| Sep. 6 | Arrowbrook Development, Herndon, VA | Richard Parli |
| Sep. 27 | Tour of Johns Hopkins University Homewood Campus, Baltimore, MD | Lin Mao |
| Oct. 4 | Crown Farm Development, Gaithersburg, MD | SunBrook Partners: Robert H. Zeiller, Karl Alt, Mike Burton |
| Oct. 25 | Nuclear Regulatory Commission Headquarters, White Flint, Montgomery County MD | LCOR: Brad Thompson, Michael Smith USAA: Bruce Childs |
| Jan. 31 | Maple Lawn Development, Fulton, MD | St John Properties: Daniel Thomas, Andrew Roud, Thomas Nelson |
| Feb. 5 | 1155 Ripley St, Silverspring, MD | John Fitzgerald |



Students enjoy a brilliant August day in front of the Lincoln Memorial.



Professional Faculty, Richard Parli, guides tour of the ArrowBrook Development (hosted by Carbon Thompson Development) on-site.



Students tour Johns Hopkins University Homewood Campus in Baltimore, MD.



Students mingle with alumni at the Johns Hopkins Club during the MSRE 2012 Hard-Hat Graduation Ceremony.



Karl Alt, Director of Development at SunBrook Partners, narrates the land development process of Crown Farm in Gaithersburg, MD.



Michael Burton, Development Manager at SunBrook Partners, diagrams the sanitary sewer system for students in the field at Crown Farm.



Students learn infrastructure and land development firsthand during SunBrook Partners' tour of Crown Farm development.



How excited are the students about the Crown Farm field trip? VERY EXCITED!!!



Brad Thompson, Senior Project Manager at LCOR, provides a thorough walkthrough of the NRC HQ's development and construction process.



Nuclear Regulatory Commission (NRC) HQ tour hosted by LCOR and USAA.



Brad Thompson, Senior Project Manager at LCOR, guides tour of the near-completion NRC HQ in North Bethesda.



Academic Director, Dan Kohlhepp, shares development experience with a team of students in the field.



John Fitzgerald show students the site construction process.



Andrew Roud, Development Director for St. John Properties, offers his time to educate students on land acquisition, land development and entitlement process at Maple Lawn.



Thomas Nelson, Director of Interior Construction for St. John Properties, guide students on a tour to demonstrate the tenant improvement and leasing processes.



Daniel Thomas, Partner in Training at St. John Properties (and A-MSRE Practicum Mentor), present development and versatility of "flex space" projects to students.



Students reach the roof in Silver Spring overlooking the development.



Students learn practical construction experience in the field.



Dressed for success.



They certainly do look the part!

VIII. Fall Semester Final Presentations

Real Estate Design, Development, and Management and Real Estate Modeling and Financial Analysis are the analytical core courses that are taught in sequence during the Fall Semester. The goal of the courses is to enable the students to understand the real estate development process as well as to model financial considerations and quantify economic returns and risks. Students are required to present a proposed real estate development project to a panel of experts at the end of the semester.

The Set-up:

The (fictitious) Anikeeff Family Trust (AFT) has asked this class to identify potential to-be-built office building opportunities in several U.S. cities. The AFT will invest 90% of the equity capital. The AFT will allow an 8% cumulative preferred return on all equity capital, but it requires that the first priority distribution is to the AFT. It also requires a minimum debt coverage ratio of 1.3.

The Strategy:

The class was divided into 10 teams of 3 persons each to investigate a particular opportunity in a particular city.

The ATF Investment Review Committee:

Dan Kohlhepp, Louise Schiavone, Mike Bush, Isaac Megbolugbe, Richard Parli, Charles Schilke, and John Kyle served as the ATF Investment Review Committee and responded to the student presentations during the 10-minute, question and answer period following each presentation.

Timing:

On Wednesday, December 12th, each team presented their preliminary findings and recommendations to the ATF Investment Review Committee using the 10-20-30 presentation format: 10 PowerPoint slides, 20-minute presentation, and 30 font.

Presentation Schedule

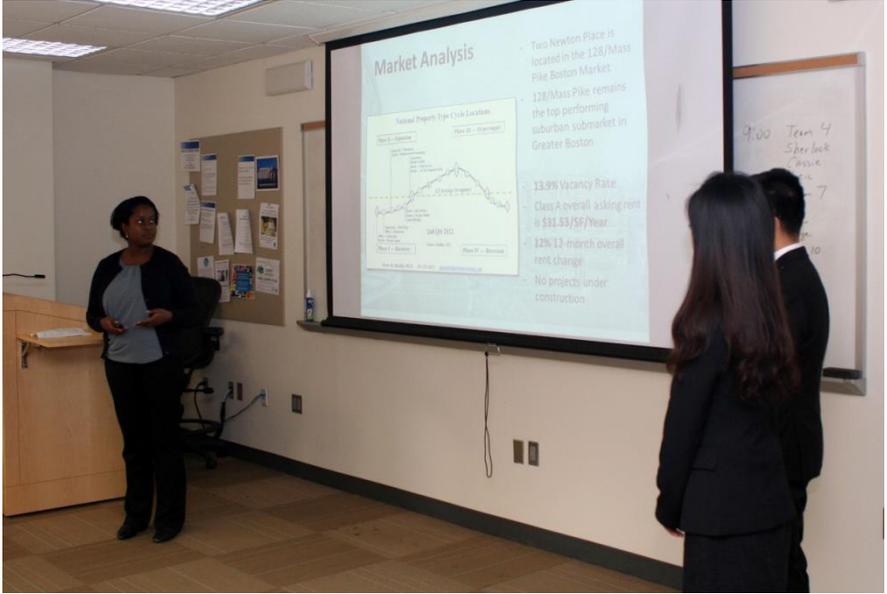
| Time | Team | Property | City |
|-----------------|---------------------------------|--------------------------------|----------------------------|
| 9:00 am | Team 4: Sherlock, Cassie, Eric | O'Hare Office Building | Chicago, IL |
| 9:30 am | Team 7: Ife, Ryan, Gege | Ohio EPA Building | Columbus, OH |
| 10:00 am | Team 10: Neil, Vivian, Janka | North Park Business Park 3 | Cincinnati, OH |
| 10:30 | Team 9: Morgan, Robin, Jennie | Two Newton Place | Newton, MA |
| 11:00 | Team 8: Andrea, Bryan, Anita | Hunters Hill, Phase I | Hunt Valley MD |
| Noon to 1:00 pm | All Students and Invited guests | Lunch and Informal Discussions | Room 212, 1625 Mass Ave NW |
| 1:00 | Team 6: Joey, Cherie, Chip | City Center | Southfield, MI |
| 1:30 | Team 5: Alicia, Eddie, Alice | Overlook III | Atlanta, GA |
| 2:00 | Team 3: Bill, Aaron, Doreen | Bent Tree Tower III | Dallas, TX |
| 2:30 | Team 2: Vicky, Will, Zach | Ballston Corporate Center | Arlington, VA |
| 3:00 | Team 1: Cheng, Joe, Yan | Greenbriar Towers I & II | Chesapeake, VA |



Committee (Left to Right): Chuck Schilke, John Kyle, Richard Parli (behind Isaac), Isaac Megbolugbe, Mike Bush, Louise Schiavone and Daniel Kohlhepp (behind Louise).



First Team (Left to Right): Yufeng (Cassie) Hu, Eric Conklin and Yufeng (Sherlock) Zhou lead off with an in-depth presentation.



Left to Right: Morgan Privitte, Joohee (Jennie) Sohn and Zhengyang (Robin) Chen illustrate market conditions to contextualize the investment.



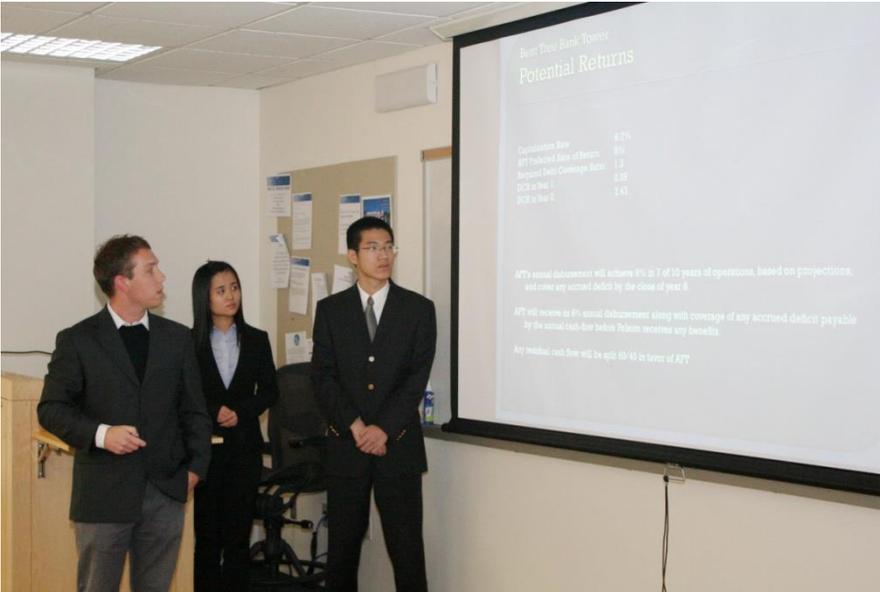
Anita Kundaje, along with teammates Yunzhi (Andrea) Guo and Chengxuan (Bryan) Song (not in photo) bring conclusion to a thorough proposal.



Left to Right: Shangjie (Vivian) Gao, Yuefan (Neil) Shao and Janka Durisova utilize clear graphics to communicate the ideal holding period and resale date.



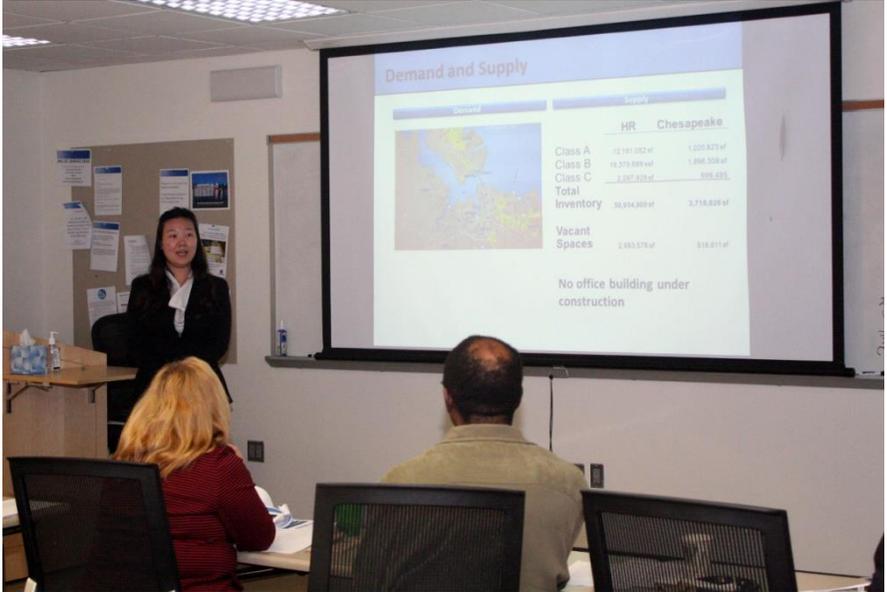
Ife Oyelowo and Gege Zhang "paint the picture" via an in-depth market analysis.



Aaron Breeds, Chang (Doreen) Liu and Yuanqi (Bill) Wang present opportunities in their Investment.



Tian (Will) Mu, Zach Kayce and Qian (Vicky) Wei impress the investment committee with a video "Walkthrough" of their subject market



Yan (Vivian) Wang presents the foundation of business that drives their investment: supply and demand.



Left to Right: Yan (Vivian) Wang, Joseph Shin and Cheng Ji concludes a fulfilling day of investment proposals with an impressive finish.

IX. International Real Estate Challenge

2013 International Real Estate Challenge
Hamburg, Germany
January 5 – 16, 2012

1. Overview

The 2013 International Real Estate Challenge (IREC) was an intense, two-week, educational experience for graduate students in real estate that is held in Hamburg, Germany. This year, the Johns Hopkins Carey Business School Edward St. John Real Estate Program sent twenty-one students from the Accelerated MSRE Program to participate:

Immobilien Zeitung

JOB & KARRIERE

INTERNATIONALER STUDENTENWETTBEWERB IREC

Netzwerkchance auch für Professoren



Das waren die Teilnehmer der diesjährigen International Real Estate Challenge: Während die Studententeams ihre Aufgaben bearbeiteten, schmiedeten die Hochschullehrer bereits Kooperationspläne für die Zeit nach dem Wettbewerb.

Rund 60 Studenten immobilienwirtschaftlicher Fächer haben im Januar dieses Jahres an dem Wettbewerb International Real Estate Challenge (IREC) teilgenommen. In internationalen Teams mussten die Teilnehmer aus ganz Europa gemeinsam ein Projekt bearbeiten und einer Jury vorstellen. Der Praxistest bot nicht nur den Studenten die Möglichkeit, ihr Netzwerk zu erweitern. Die betreuenden Hochschulprofessoren planen, die Zusammenarbeit nach dem Wettbewerb fortzusetzen.

Wettbewerbe geben Studenten die Chance, ihre Kenntnisse an einem echten Projekt unter Zeitdruck anzuwenden. Gemeinsam mit zunächst fremden Teamkollegen müssen sie eine Aufgabe bearbeiten. Das erfordert viele Diskussionen und Abstimmungen, bis gemeinsam das Ziel erreicht werden kann. Doch neben den reinen Lerneffekten bieten Wettbewerbe auch eine gute Möglichkeit, um sich zu vernetzen. Dadurch können die Begegnungen auch über das Es-

ment und Projektentwicklung an der Hochschule21 (HS21) in Buxtehude. Sie hat mit drei Studenten an dem IREC-Wettbewerb teilgenommen und war an der Organisation der Veranstaltung, die überwiegend in Hamburg stattfand, beteiligt. Während die internationalen Studententeams um den Sieg kämpften und dabei von Professoren betreut wurden, nutzten diese die Zeit ebenfalls zum Netzwerken. Im Fall der HS21 wurden dabei mehrere „bilateral agreements“ geschlossen, u.a. mit den Hochschulen Politecnico di Milano und der Kingston University in London. Weitere sind in Vorbereitung. Durch bilaterale Übereinkünfte sei eine Teilnahme am Erasmus-Programm viel einfacher möglich und Kurse von Partnerhochschulen könnten anerkannt werden, so Zippel. Das hilft, die Mobilität der Lehrenden und der Studenten zu erhöhen.

Bei dem IREC-Wettbewerb hatten rund 60 Studenten in acht internationalen Teams zwei Wochen lang um den Sieg gekämpft. Für die Hamburger Theater- und Künstler-Gemeinschaft die Wiese sollte ein geeigneter Standort innerhalb von Europa gefunden werden. Dafür wurden die Studenten, die u.a. von Hochschulen aus London, Mail-

flagen dann in acht verschiedene europäische Städte - Amsterdam, Bratislava, Göteborg, Mailand, Manchester, Stockholm, Wien und Warschau. Vor Ort recherchierten sie nach geeigneten Standorten und bereiten eine Präsentation auf Englisch vor. Zurück in Hamburg mussten sie ihre Ergebnisse vor einer Jury, bestehend aus Vertretern der Bauherren, der Nutzer und der Kulturbehörde, präsentieren. Zum Gewinnerteam gehörte auch ein deutscher Teilnehmer.

Netzwerke gründen

„Das A & O ist, dass man sich bei dem Wettbewerb mit anderen internationalen Studenten vergleichen kann“, sagt Nicolas Herrmann, Absolvent der Hochschule für Wirtschaft und Umwelt Nürtingen-Geislingen (HfWU). Er hatte zusammen mit zwei Kommilitonen 2010 an dem Wettbewerb teilgenommen und war 2011 selbst Jury-Mitglied gewesen. Der Wettbewerb zeigte ihm, dass er sich in punkto Ausbildung, Vortragqualität und sozialer Kompetenz „überhaupt nicht verstecken“ müsse, so sein Fazit. Doch neben dem Praxistest war für Herrmann der Netzwerkgedanke wichtig. Nach Abschluss

takt weiter auszubauen. Noch im selben Jahr organisierte das Netzwerk eine Exkursion nach Frankfurt am Main mit Unterstützung der Royal Institution of Chartered Surveyors (RICS) und des HfWU-Freundeskreises. Die Studenten hörten Fachvorträge und besuchten das Shoppingcenter MyZeil und den Frankfurter Opernturm. Zudem präsentierten sie ihre Hochschulen auf dem RICS-Hochschultag, der in die Jobmesse IZ-Karrierforum integriert war. „Wir stehen alle noch im Kontakt“, sagt Herrmann. Doch eine Fortsetzung der Exkursion ist bislang nicht gelungen, denn inzwischen sind die IREC-Mitglieder berufstätig.

Ergebnisse weitertragen

Zippel will sich dafür einsetzen, dass der Wettbewerb über die zwei Wochen hinaus wirkt. Die Ergebnisse sollen nicht in der Schublade verschwinden, sondern die Hochschullehrer möchten darauf aufbauend eine Vortragreihe konzipieren. Auch eine Publikation kann sich Zippel vorstellen.

Sie erhofft sich aus den neuen Kontakten zudem eine Weiterentwicklung von Lehre

Can you translate German? MSRE students and their European teammates are featured in German newspaper for IREC 2013.

IREC 2013: Participating A-MSRE Students

| Last Name | First Name | Country |
|------------------|-------------------|----------------|
| Breeds | Aaron | United States |
| Chen | Zhengyang | China |
| Conklin | Eric | United States |
| Decatur | Melissa | United States |
| Durisova | Jana | Slovakia |
| Gao | Shangjie | China |
| Hu | Yufeng | China |
| Kayce | Zachary | United States |
| Kundaje | Anita | India |
| Li | Yuan | China |
| Liu | Chang | China |
| Mu | Tian | China |
| Privitte | Morgan | United States |
| Qi | Weiqiao | China |
| Wang | Siqi | China |
| Wang | Yan | China |
| Wang | Yuanqi | China |
| Wei | Qian | China |
| Zhang | Gege | China |
| Zhang | Zhe | China |
| Zhou | Yufeng | China |

The JHU students joined 42 other students from the following universities:

1. Kingston University London UK
2. Hanzehogeschool, Groningen, the Netherlands
3. Dublin Institute of Technology, Ireland
4. Politecnico di Milano, Italy
5. Kufstein University of Applied Sciences, Austria
6. Helsinki University of Technology, Finland
7. Nürtingen-Geislingen University, Germany
8. Warsaw School of Economics, Poland
9. Slovak University of Technology, Slovakia
10. Regensburg University, Germany

The case-study format challenged the students to evaluate the space needs of a “creative cooperative,” composed of ten non-profit organizations that wanted to consolidate its various activities into a “heritage” building in a “regeneration” urban area.

The students were organized into eight “City Teams.” During the first four days in Hamburg, the student-teams prepared a strategic brief analyzing the cooperative’s space needs (Stage One). The student-teams then travel to their assigned cities to analyze the potential properties for the consolidation (Stage Two). By team, JHU students were assigned to the following cities:

1. Amsterdam (Tian Mu, Aaron Breeds, Zach Kayce and Yuanqi Wang)
2. Bratislava (Zhe Zhang and Eric Conklin)
3. Manchester (Melissa Decatur)
4. Milan (Weiqiao Qi, Yufeng Zhou)
5. Stockholm (Yuan Li, Yufeng Hu and Qian Wei)
6. Gothenburg (Zhengyang Chen and Gege Zhang)
7. Vienna (Chang Liu, Anita Kundaje, Morgan Privitte and Siqi Wang)
8. Warsaw (Shangjie Gao and Yan Wang)

Janka Durisova was assigned as a “city tutor” for Bratislava, her home town.

Finally, the teams return to Hamburg to synthesize their findings into a recommendation that is presented to a “Panel of Judges” of the creative cooperative (Stage Three).

2. Project Concept

The project replicates the role of a global real estate services company, such as CBRE, Jones Lang LaSalle, or Colliers International, who is asked to advise the Board of Directors of the cooperative. The Challenge uses this case study as the focus for the exploration of five key components:

1. The interpretation and analysis of organizational space and property requirements of an organization facing major change and structural reorganization in Europe (the demand profile);
2. The sourcing and assessment of the suitability of available property, sites and/or procurement methods that match the demands of the corporate client (the supply profile);
3. Critical analysis of objective methods used to select the most suitable property and/or location that best matches the needs of the occupier (for example, each possible property is analyzed using the Real Estate Norm Form);
4. The collection of data from professional sources relating to a specific City/Country in accordance with a standardized data template;
5. The critical analysis of the appropriate criteria corporate executives use to determine (re)location and the ranking of such criteria for decision- making purposes.

3. Language

The case study, lectures, tutorials, role-playing and associated documentation and support materials are all delivered in English.

4. Program Outline

The outline format of the program is as follows:

Stage 1: - Duration 5 days

- Fly to host city – e.g. Hamburg
- Team-building
- Lectures and tutorials
- Role-playing
- Group work
- Student tasks; immediate deadlines
- Student output: 4000-word client-focused and evidence-based strategic brief report

Stage 2 – Duration: 4 days

- Fly/train to allocated city
- Meet real estate professionals
- Inspect two appropriate buildings and locations in the city
- Research city, local and national economic and market indicators

Stage 3 – Duration: 5 days

- Fly back to Hamburg
- Tutorials
- Develop strategic brief and create presentation for client
- Student output: presentations on solution to the panel of judges

5. Unique Features of the Challenge

This Challenge provided the participating students with many unique opportunities:

- Introduction to international students in real estate from a number of European universities
- Opportunity for students to experience both Hamburg and another major European city

- Experience for students to work in multi-cultural and multi-lingual teams to accomplish a specific objective in a limited period of time
- In-depth exposure to the broad and growing field of international corporate real estate services
- Interaction, lectures, and tutorials by real estate faculty with different backgrounds, specialties, and viewpoints
- Opportunity to meet working professionals in real estate corporate services in various companies and cities in Europe
- Become part of a 500+ alumni network of professionals who have participated in the Challenge over the last 10 years

6. Academic Participants

1. Tim Bennett, Kingston University, London, UK
2. Declan McKeown, Dublin Institute of Technology, Ireland
3. Eric Schutte, Hanzehogeschool, Groningen, The Netherlands
4. Andre Ciaramella, Politecnico di Milano, Italy
5. Andrej Adamuscin, Slovak University of Technology, Slovakia
6. Marzia Morena, Politecnico di Milano, Italy
7. Michael Truebestein, Kufstein University of Applied Sciences, Austria
8. Goran Lindahl, Cahlmers University of Technology, Gothenburg, Sweden
9. Mikka Putto, Helsinki University of Technology, Finland
10. Pavel Nowakowski, Warsaw School of Economics, Poland
11. Daniel Kohlhepp, Johns Hopkins Carey Business School, Washington, DC
12. Bee Gan, Sheffield Hallam University, Sheffield, UK
13. Stephen Walsh, Dublin Institute of Technology, Ireland
14. Martin Hanratty, Dublin Institute of Technology, Ireland
15. Sabine Zippel, Hochschule 21, Hamburg, Germany

7. The Winners

The “Panel of Judges” included representatives of the creative cooperative, a heritage property development company, the Hamburg Ministry of Cultural Affairs, and the Dublin Institute of Technology. This panel chose the following city-teams as the winners:

Highlighted are the winning teams and JHU students

First Place: ***Stockholm Team***

Yuan (Eddie) Li
Qian (Vicky) Wei
Yufeng (Cassie) Zhou

Second Place ***Vienna Team***

Chang (Doreen) Liu
Anita Kundaje
Siqi (Alice) Wang
Morgan Privitte

Third Place: ***Bratislava Team***

Zhe (Cherie) Zhang
Eric Conklin



Team Stockholm, First Place of IREC 2013: Johns Hopkins students Yufeng (Cassie) Hu, Qian (Vicky) Wei, and Yuan (Eddie) Li are on the right.



Johns Hopkins Accelerated M.S., Real Estate students celebrate the beginning of the International Real Estate Challenge in Hamburg.



To begin the challenge, students meet via a round-robin ice-breaker; Morgan Privitte stays turn to present the Johns Hopkins poster on brownfield redevelopment.



Team Bratislava: Johns Hopkins students Zhe (Cherie) Zhang and Janka Durisova (city tutor) are on the right; and Eric Conklin is on the far left in front.



Team Warsaw: Johns Hopkins students Shangjie (Vivian) Gao is second from right; and Yan (Vivian) Wang is far right.



Team Manchester: Johns Hopkins student Melissa (Alicia) Decatur is second from the right.



Team Amsterdam is on a boat! Johns Hopkins students present are Yuanqi (Bill) Wang, Tian (Will) Mu, Aaron Breeds and Zach Kayce.



Team Vienna: Johns Hopkins students Siqi (Alice) Wang and Anita Kundaje are in the foreground; and Morgan Privitte and Chang (Doreen) Lius are on the far right.



Janka Durisova, Johns Hopkins student, is a “city tutor” for her hometown of Bratislava. She joins other tutors and other academic participants in a strategic meeting.



The international academic participants join as the panel to jury the competing teams.



Teams present their final findings.



Anticipation builds in the final rounds of the competition.



Daniel Kohlhepp, Director of the JHU A-MSRE Program, joins his students from the winning team, Team Stockholm. Left-to-right: Yufeng (Cassie) Hu, Daniel Kohlhepp, Qian (Vicky) Wei and Yuan (Eddie) Li.

X. Practicum Project

PRACTICUM PROJECT INTRODUCTION

A unique part of this program is the spring semester practicum project in which small student teams evaluate the economic and financial feasibility of a real life project under the watchful eyes of real estate professionals who serve as mentors for the teams. The final written reports are presented to the mentors' companies and represent professional work products for the students. The students are also required to present their findings to a professional panel consisting of their mentors, faculty and invited guests.

Practicum Mentors and Companies

This year, the following mentors (and companies) are working with the Accelerated Master of Science in Real Estate students.

| | |
|---------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------|
| <p>Gregory B. Meyer Brookfield Properties Corporation</p> | <p>Brookfield Properties </p> |
| <p>John P. Kyle Cresa Washington, DC</p> | <p> cresa The Tenant's Advantage</p> |
| <p>Daniel Thomas St. John Properties</p> | <p> ST. JOHN PROPERTIES</p> |
| <p>Matthew F. Holbrook St. John Properties</p> | <p> ST. JOHN PROPERTIES</p> |
| <p>Zac Vuncannon USAA Real Estate Company</p> | <p> USAA[®] USAA Real Estate Company</p> |



Thomas Nelson, accompanying Daniel Thomas (St. John Properties), lead students on tour of St. John Properties' office development at Maple Lawn.



Daniel Thomas , MSRE alumnus and SJP Partner-in-training, educate students on the utilities and benefits of flex space.



John Kyle (Cresa Washington, DC) introduces potential practicum project to students.



Greg Meyer and Mark Radel (Brookfield Properties) share potential practicum projects with students

XI. Practicum Presentation & Soft Hat Ceremony

PRACTICUM PROJECT PRESENTATIONS

A unique part of this program is the spring semester practicum project in which small student teams evaluate the economic and financial feasibility of a real life project under the watchful eyes of real estate professionals who serve as mentors for the teams.

Please see the “Practicum Project” chapter for more detailed information.

The final presentation of each team’s Practicum Project is a capstone of the students’ semester-long work in the spring. In a celebrated environment, the students take the role of developers, investors, and consultants to advice a panel of faculty and industry professionals on making the right investment decision.

SOFT HAT CEREMONY

The Soft Hat Ceremony is a special occasion dedicated to the Accelerated MSRE Program in May. After May, the students will venture throughout U.S. and the Globe to obtain experience in their internships. This is a prelude to the Hard Hat Graduation Ceremony that will take place in September to celebrate the official completion of the MSRE Program.

Practicum Panel of Judges

| | |
|----------------------------------------------------------------------|----------------------------------------------------------------------------|
| Gregory B. Meyer, Practicum Project Mentor | Brookfield Properties Corporation |
| Mark Radel, Practicum Project Mentor | Brookfield Properties Corporation |
| John P. Kyle, Practicum Project Mentor | Cresa Washington, DC |
| Daniel Thomas, Practicum Project Mentor | St. John Properties |
| Matthew F. Holbrook, Practicum Project Mentor | St. John Properties |
| Zac Vuncannon, Practicum Project Mentor | USAA Real Estate Company |
| Julian Josephs, President | Julian Josephs Company |
| Mike Anikeeff, Ph.D., Chair | Johns Hopkins Carey Business School Edward St. John Real Estate Program |
| Daniel B. Kohlhepp, PhD, MAI, Academic Director, Accelerated MSRE | Johns Hopkins Carey Business School Edward St. John Real Estate Program |
| Charles Schilke, JD, CRE, Academic Director, Part-time MSRE | Johns Hopkins Carey Business School Edward St. John Real Estate Program |
| Christy Murray, Associate Director, Employer Relations | Johns Hopkins Carey Business School |
| Louise Schiavone, Full-time Lecturer | Johns Hopkins Carey Business School |



360-Degree Consultants presents their findings for the analysis for the redevelopment of Pentagon City One & Two.



Greg Meyer and Mark Radel provide critical feedback for the team and the jury.



Mike Anikeeff and the team (left to right): Bill, Chip, Cherie, Anita, Alice and Neil.

| | |
|----------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Name | 360-Degree Consultants |
| Mentor |   Greg Meyer and Mark Radel, Brookfield Properties Corporations |
| Project | <i>Highest and Best Use Analysis of Pentagon City One & Two</i> |
| Team | Fleming, Chip |
| | Kundaje, Anita |
| | Shao, “Neil” Yuefan |
| | Wang, “Alice” Siqi |
| | Wang, “Bill” Yuanqi |
| | Zhang, “Cherie” Zhe |



Team USAA evaluates the best sale year for the development of 19Nineteen Calrendon in Arlington, VA.



Zac Vuncannon joins the debate regarding the project and the team's performance.



Mike Anikeeff with the team (left to right): Bryan, Aaron, Gege, Vicky, Joe and Andrea.

| | |
|----------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Name | Team USAA |
| Mentor |  Zac Vuncannon, USAA Real Estate Company <small>USAA Real Estate Company</small> |
| Project | <i>Market Analysis and Recommendation for the Disposition of: 19Nineteen Clarendon, Arlington, VA</i> |
| Team | Breeds, Aaron |
| | Guo, “Andrea” Yunzhi |
| | Shin, Joe |
| | Song, “Bryan” Chengxuan |
| | Wei, “Vicky” Qian |
| | Zhang, Gege |



Team Acadia delivers their analysis for the multifamily units at Pentagon City—are the units for sale or for rent?



John Kyle discusses the team's findings with fellow jurors.



John Kyle and Mike Anikeeff with the team (left to right): Robin, Ryan, Morgan, Jennie and Will.

| | |
|----------------|-------------------------------------------------------------------------------------------------------------------------|
| Name | Acadia |
| Mentor |  John Kyle, Cresa Washington, DC |
| Project | <i>Multifamily Sale vs. Lease Analysis for the investment:" the Acadia at 1201 South Fern Street, Pentagon City, VA</i> |
| Team | Chen, "Robin" Zhengyang |
| | Li, "Ryan" Fuhong |
| | Mu, "Will" Tian |
| | Privitte, Morgan |
| | Sohn, "Jennie" Joohee |



Maple Realty Advisors present their investment proposal for Maple Lawn to the jury.



Daniel Thomas and jury evaluate the team's work.



Daniel Thomas and Mike Anikeeff with the team (left to right): Eric, Ife, Vivian, Vivian, Cassie and Eddie.

| | |
|----------------|---------------------------------------------------------------------------------------------------------------------------|
| Name | Maple Realty Advisors |
| Mentor |  Daniel Thomas, St. John Properties |
| Project | <i>Investment Proposal for: 11810 West Market Place, Maple Lawn, Fulton, MD</i> |
| Team | Conklin, Eric |
| | Gao, “Vivian” Shangjie |
| | Hu, “Cassie” Yufeng |
| | Li, “Eddie” Yuan |
| | Oyelowo, Ife |
| | Wang, “Vivian” Yan |



TOTS Development pitch their deal for Ashburn Crossing.



Matt Holbrook discusses Ashburn Crossing and the team's performance.



Mike Anikeeff and Matt Holbrook with team (left to right): Zach, Joey, Janka, Cheng, Doreen, and Sherlok

| | |
|----------------|---------------------------------------------------------------------------------------------------------------------------|
| Name | TOTS Development |
| Mentor |  Matt Holbrook, St. John Properties |
| Project | <i>Investment Proposal for: Ashburn Crossing, Ashburn, VA</i> |
| Team | Durisova, Janka |
| | Ji, Cheng |
| | Kayce, Zach |
| | Liu, Doreen |
| | Qi, "Joey" Weiqiao |
| | Zhou, "Sherlock" Yufeng |



The final encouragements following a full day of Practicum Presentations.



The Real Estate Faculty at Carey Business School (left to right): Lin Mao, Dave Sisen, Dan Kohlhepp, Mike Anikeeff, Julian Josephs, and Chuck Schilke.



Dan and the MSRE Ladies



Dan is taller than Ife—confirmed. The men of MSRE.

XII. Green Building Focus

GREEN BUILDING FOCUS

This year there was a focus on green building construction, and consequently, 18 students achieved the USGBC Green Associate accreditation by passing the comprehensive LEED GA Exam. The exam is optional and not required for any course. However, the students' success demonstrates their commitment for green building and sustainable development. The green building initiative was as follows:

Sustainability Guest Speaker – 2012 Fall Session I

Fulya Kocak, LEED AP BD+C, introduces students to sustainable development practices, including an overview of LEED, USGBC, and other existing and emerging sustainability practices. – Fulya Kocak is the Director of Sustainability at Clark Construction. She is directly responsible for all sustainability efforts across all departments.

LEED GA Workshop – 2012 Fall Session II

Fulya Kocak helps students prepare for the LEED GA Exam via PowerPoint overview, supplementary reading materials, and sample question review.

LEED GA Exam Study Seminar – 2013 Spring Session I

Alison Wilson, LEED AP BD+C, takes students through a detailed preparation and Question-and-Answer session to study for the LEED GA Exam. – Alison is an Intern Architect with Ayers Saint Gross (ASG) in sustainable design-build projects. She was the student leader for University of Maryland's First Place Solar Decathlon 2011 Entry.

A-MSRE 2013

LEED Green Associates

Aaron Breeds
Zhengyang (Robin) Chen
Janka Durisova
Shangjie (Vivian) Gao
Yufeng (Cassie) Hu
Cheng Ji
Zach Kayce
Yuan (Eddie) Li
Chang (Doreen) Liu
Tian (Will) Mu
Morgan Privitte
Weiqiao (Joey) Qi
Yuefan (Neil) Shao
Siqi (Alice) Wang
Yan (Vivian) Wang
Yuanqi (Bill) Wang
Gege (Gabriella) Zhang
Zhe (Cherie) Zhang

All of the Green Associates were recognized by their classmates and presented with the “official” Johns Hopkins Carey Business School Coffee Mug.



LEED Green Associates (left to right): Robin, Eddie, Cherie and Cassie!



LEED Green Associates (left to right): Vivian, Alice, Will, Gege and Doreen!



LEED Green Associates (left to right): Bill, Neil, Morgan, Cheng and Aaron!



LEED Green Associates (left to right): Zach, Janka, Vivian and Joey!

XIII. MSRE Career Fair & Reception

MSRE 2013 SPRING CAREER FAIR

On March 7, 2013, the first annual Real Estate Career Fair was held for Carey Business School real estate majors on the 8th Floor of 1200 19th Street, NW, in Washington, DC.

Twenty-six companies participated in the Career Fair and over 50 students pre-registered for the event—the actual student attendance easily exceeded 100. In preparation for the Career Fair, the students attended a 3-hour workshop on “How to Attend a Career Fair,” and the Carey Business staff prepared a “Company Book” that profiled each participating company and the persons who attended to represent their companies. The staff also prepared a “Student Resume Book” containing the resumes of all pre-registered students. These materials were distributed to the companies and students prior to the Fair.

The Career Fair ran from 10:30 AM to 5:30 PM

Participating Real Estate Companies

| | |
|------------|------------------------------------------------|
| 1. | AVALON BAY COMMUNITIES, INC. |
| 2. | THE BOZZUTO GROUP |
| 3. | BROOKFIELD OFFICE PROPERTIES |
| 4. | CHESAPEAKE INVESTMENTS |
| 5. | CLARK CONSTRUCTION GROUP, LLC |
| 6. | COHN REZNICK |
| 7. | CORPORATE OFFICE PROPERTIES TRUST |
| 8. | COSTAR |
| 9. | CUSHMAN & WAKEFIELD |
| 10. | DITTO RESIDENTIAL |
| 11. | EDENS |
| 12. | EDGEMOOR INFRASTRUCTURE AND REAL ESTATE |
| 13. | ERNST & YOUNG |
| 14. | FOULGER-PRATT |
| 15. | JONES LANG LASALLE |
| 16. | KRAMER CONSULTING SERVICES, PC |
| 17. | LASALLE INVESTMENT MANAGEMENT |
| 18. | O'NEILL REALTY ADVISORS |
| 19. | PNC FINANCIAL SERVICES GROUP |
| 20. | RCLCO (ROBERT CHARLES LESSER CO.) |
| 21. | REALTERM GLOBAL |
| 22. | RED MORTGAGE CAPITAL |
| 23. | SPERRY VAN NESS |
| 24. | STRUCTURE TONE |
| 25. | VORNADO |
| 26. | W.C. SMITH |

REAL ESTATE COMMUNITY RECEPTION AND PANELS

Following the Career Fair was a reception for all Career Fair participants as well as local alumni, Carey faculty members, student members, and industry professionals. The reception also included a brief speech by Matt Wexler of Foxhall Partners, which was followed by two moderated panel discussion. Over 120 people attended the reception.

PANEL I:

HOW TO GET PROMOTED IN YOUR REAL ESTATE CAREER

Moderator

Kristen Reese Director of Talent Acquisition,
The Bozzuto Group

Panelists

Tom Bakke President
Keep-Charging.com

Matt Metro Founder and Principal,
The Maison Group

Ian Kessler Director, Human Resources,
W.C. Smith

PANEL II:

**WHAT'S NEXT IN THE WASHINGTON REGION: EXPANSION AND
CONTRACTION IN THE OFFICE MARKET**

Moderator

Chuck Schilke Director, Part-Time Program,
The Edward St. John Real Estate Program
Johns Hopkins Carey Business School

Panelists

Bill Quinby, Executive Vice President, Co-Regional Manager
Studley

John M. Benziger Regional Managing Principal,
Cassidy Turley

Jeffrey Kottmeier, Director, Research & Analysis,
CBRE, Global Research & Consulting

David Webb Vice Chairman, Principal,
Cassidy Turley



The Career Fair begins with an impressive showing of companies. Off to a great start and a great day!



Patrick Barnhart, VP of Business Development, Kramer Consulting, and friend of the A-MSRE Program, discuss summer internship opportunities.



The skyline of DC seen from the Career Fair event space along the Central Business District on M Street.



Brent Hargest, Associate in Asset Management, LaSalle Investment Management, also MSRE alumnus, recruit entry-level candidates from the MSRE Program.



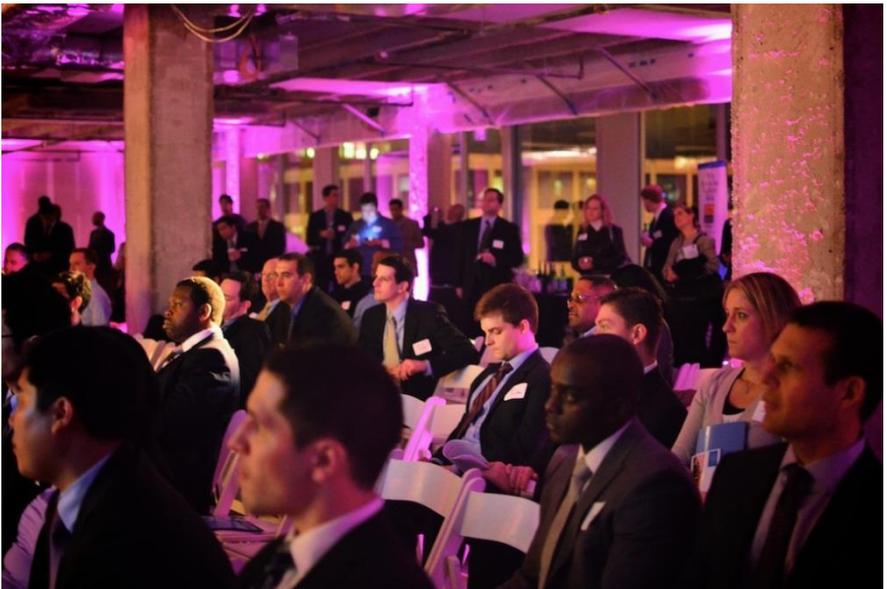
Student meets seasoned professionals



Students reconnect with alumni and friends.



Panel discussions with brilliant minds.



Discussions capture the minds of students, alumni, and professionals.

XIV. CREW Career Connection Event

COMMERCIAL REAL ESTATE WOMEN (CREW) DC CHAPTER

CAREER CONNECTION EVENT

Johns Hopkins University teams up with CREW DC to present a round table event with some of the DC area's most accomplished real estate professionals. Students have the opportunity to learn about the many facets of commercial real estate, such as development, capital markets, law, brokerage and property, from women who have successfully navigated the industry. Program agenda:

- teach graduate students networking fundamentals
- offer powerful career resources;
- provide relationship-building opportunities in career development.

Commercial Real Estate Women of Washington, DC is a membership organization founded in 1979 to promote professional opportunities and business relationships for women in the commercial real estate industry. The mission of CREW DC is to:

- advance the success of women in commercial real estate; provide
- networking and educational opportunities for members;
- further the professional development of women in all phases of commercial real estate;
- work together to build community partnerships.

Memberships in CREW DC include both women and men. CREW DC membership is increasingly diverse in terms of age, race, profession and years of experience.

CREW DC Guest Panelists

| | | |
|-------------------|-------------------------------------------|---------------------------------------------------------------------------------------------------|
| Bonnie Gottlieb* | Law, Keynote Speaker | Sr. VP, Industry & Member Affairs, NAREIT |
| Jeanne LaBelle | Law | Sr. Divisional Counsel, National Commercial Services First American Title Insurance Company |
| Kristen Halterman | Finance / Capital Markets | Relationship Manager, Wells Fargo Bank |
| Joan Renner | Finance / Capital Markets | Chief Financial Officer, The Brick Companies |
| Jayne Shister | Brokerage | Executive Managing Director, Principal, Cassidy Turley |
| Bethany Allen | Brokerage | Vice President – Leasing, Monument Realty |
| Karen Priesman | Investment / Asset Management | Principal, K2M LLC |
| Mandi Wedin | Investment / Asset Management | Vice President, ASB Real Estate Investors |
| Melanie Domres | Development / Design / Architecture | Executive Vice President, Novus Residences |
| Jen Olson | Development / Design / Architecture | Principal, KGO Project Management |



Jeanne LaBelle, Senior Divisional Counsel, National Commercial Services First American Title Insurance Company, provides introduction .



Bonnie S. Gottlieb, Senior Vice President, Industry & Member Affairs, NAREIT, addresses the critical role of CREW in her career.



Bethany Allen, Vice President of Leasing, Monument Realty, explains commercial leasing and brokerage.



Jeanne and Bonnie listen and share stories with a part-time MSRE Practicum student.



Kristen Halterman, Relationship Manager, Wells Fargo Bank, advises on career decisions.



Melanie Domres, Executive Vice President, Novus Residences, improves perspective of the development industry



Karen Preisman, Principal, K2M LLC, provides career development guidance.



Jennifer Olson, Principal, KGO Project Management, offers industry insight.



Mandi Wedin, Vice President, ASB Real Estate Investors, network with students.



Joan Renner, Chief Financial Officer, The Brick Companies, provides valuable industry career development insight.



Jayne Shister, Executive Managing Director, Principal, Cassidy Turley, shares stories .



Bonnie Gottlieb helps students with career development advice.

XV. Internship Program

Designed for students seeking professional real estate industry experience, internships provide supervised field experiences in a variety of areas such as development, institutional investment analysis, valuation and appraisal, community development, and international real estate. Internship sites and activities are individually selected according to student interest and training needs.

During the Spring Semester, students may have an optional, part-time internship. The part-time internships are informal and do not require university documentation.

On the other hand, during the Summer Semester, students are required to have full-time, eight-week internships. The full-time internships require a memorandum of understanding which outlines the mentor's expectations, the student learning objectives, and student reports to the academic supervisor and the mentor. During the internship, the students submit a series of reflective journals to the mentor and the academic supervisor.

The purpose of the internships is to provide students with meaningful practical experiences under the joint direction and supervision of the faculty advisor and an on-site mentor. During these experiences, students have the opportunity to apply knowledge and skills gained from the program. The experiences should be reflective of the day-to-day activities performed by the practitioner.

This year, the following companies are working with our students:

DOMESTIC INTERNSHIPS

AGM Financial Services – Baltimore, MD
Bank of Communications Co. Ltd. – New York, NY
Center for International Private Enterprise – Washington, DC
Charles County, MD – White Plains, MD
Chesapeake Investment Services – Vienna, VA
Clarion Partners – Washington, DC
DC Housing Authority – Washington, DC
Eastdil Secured (Wells Fargo) – Washington, DC
EB5 Capital – Washington, DC
Fourth Street Advisors – Washington, DC
LaSalle Investment – Baltimore, MD
MCM Capital – Washington, DC
O’Neil Realty Advisors – Washington, DC
Red Capital Group – Washington, DC
Toll Brothers – Upper Marlboro, MD
Visa Law Group – Washington, DC
Vision Real Estate Company – Nashville, TN

INTERNATIONAL INTERNSHIPS

An Securities, Investment Banking – Hongkong, China
Chinese Investment Corporation – Beijing, China
Gyeonggi Research Institute – Korea
Jiangsu Jintun Real Estate Development Company Ltd – Xuzhou, China
Jones Lang LaSalle – Hongkong & Shenzhen, China
Monterra – Budva, Montenegro
Zongda Real Estate Group Co., Ltd – China

XVI. MSRE Faculty and Staff

Full-Time Faculty



Michael Anikeeff, Ph.D.
Professor and Chair

Edward St. John Real Estate Program
The Johns Hopkins Carey Business School
100 International Drive
Baltimore, MD 21202
Phone: (410) 234-9404
E-mail: mikea@jhu.edu



Daniel B. Kohlhepp, Ph.D., MAI
Senior Lecturer and Academic Director
Accelerated MSRE Program

Edward St. John Real Estate Program
The Johns Hopkins Carey Business School
1625 Massachusetts Avenue NW #206J
Washington DC 20036
Phone: 202-650-6020 / Cell: 814-590-6005
E-mail: dkohlhepp@jhu.edu

Full-Time Faculty



Charles Schilke, J.D., CRE
Senior Lecturer and Academic Director
Part-time MSRE Program

Edward St. John Real Estate Program
The Johns Hopkins Carey Business School
1625 Massachusetts Avenue
Washington, DC 20036
Phone: (202) 650-6021 / Cell: (202) 906-9879
E-mail: charles.schilke@jhu.edu



Louise Schiavone, MS
Lecturer

The Johns Hopkins Carey Business School
100 International Drive
Baltimore, MD 21202
Phone: (410) 234-9436
E-mail: lschiavone@jhu.edu

Professional Faculty



**Robert Rajewski, MS in Real Estate
Senior Professional Instructor**

MSRE Alumnus

Director of Finance
Continental Realty Corporation



**David M. Fick, MBA
Professional Faculty**

Director
National Retail Properties, Inc

President
Nandua Oyster Company, LLC



**Tara A. Scanlon, J.D.
Professional Faculty**

Partner
Holland & Knight LLP

Professional Faculty



Roger Staiger, III, MBA
Professional Faculty

Managing Director
Stage Capital, LLC



Julian A. Josephs
Professional Faculty

Director
Global Housing Foundation-Europe

President
Julian Josephs Company



Chris Murray
Professional Faculty

MSRE Alumnus

Managing Director
Law Firm Space & Trends Strategist
Jones Lane LaSalle

Professional Faculty



David Sisen
Professional Faculty

President
Bristol Capital Corporation



Emily J. Vaias
Professional Faculty

Attorney
Linowes & Blocher LLP



Anne Martin Mead
Professional Faculty

Attorney
Linowes & Blocher LLP

Professional Faculty



John Fitzgerald
Professional Faculty

MSRE Alumnus

Regional Director of Development
Goldman Sachs – Archon Group



Richard Parli
Professional Faculty

President
Parli Appraisal, Inc



Heidi Thompson
Professional Faculty

Trainer & Software Developer
H.P. Thompson Co.

MSRE Staff



Margot Rome
Administrative Coordinator

Edward St. John Real Estate Program
The Johns Hopkins Carey Business School
100 International Dr. Baltimore, MD 21202
Phone: (410) 234-9338
Fax: (410) 234-9439
E-mail: mrome@jhu.edu



Mary Lou Foley
Academic Administrator

Edward St. John Real Estate Program
The Johns Hopkins Carey Business School
100 International Drive
Baltimore, MD 21202
Phone: (410) 234-9334
Fax: (410) 234-9439
E-mail: marylou@jhu.edu



Marie C. Moineau
Associate Director, Admissions

The Johns Hopkins Carey Business School
Phone: (410) 516-9732
E-mail: mcmoineau@jhu.edu

MSRE Staff



Leslie S. Evertz
Academic Adviser

The Johns Hopkins Carey Business School
1625 Massachusetts Avenue NW
Washington DC 20036
E-mail: leslie.evertz@jhu.edu



Lin Mao
Administrator & Teaching Assistant

MSRE Alumnus

Edward St. John Real Estate Program
The Johns Hopkins Carey Business School
1625 Massachusetts Avenue NW
Washington DC 20036
Cell: (914) 473-1172
E-mail: lmao4@jhu.edu



Caitlin Magidson

DC Carey Career Services
The Johns Hopkins Carey Business School
1625 Massachusetts Avenue NW
Washington DC 20036
carey.jhu.edu/students/career_services/
E-mail: cmagids1@jhu.edu

XVII. Acknowledgement & Credits

ACKNOWLEDGEMENT

We wish to thank the staff, faculty, students, alumni, friends, and local industry professionals in making the MSRE Program so successful. The school, community, and industry have provided invaluable resources to the program, and we are in your debt.

Our thanks are the offering of diligent, hard-working, highly skilled and highly motivated graduates to the industry of real estate. . We are proud of our students and graduates. Our students are the future leaders of the industry, and their success is a product of your giving and contribution.

Thank you for being with us.

--

The Edward St. John Real Estate Program,
and the MSRE Class of 2013



Photography Credits

Career Fair and Reception:
verdeHOUSE
www.theverdehouse.com

CREW Career Connection:
Charles Votaw Photography
(301) 933-4569
www.charlesvotaw.com

General Classroom and Events:
Lin Mao, MSRE 2011

Student Contributors:
Janka Durisova, MSRE 2013 Candidate
Eddie Yuan Li, MSRE 2013 Candidate
Doreen Chang Liu, MSRE 2013 Candidate

Additional Contributors:
Our friends from the International Real Estate Challenge

XVIII. Contact Us

Primary Contacts

Michael A. Anikeeff, Ph.D.
Professor and Chair of the Edward St. John Real Estate Program
410-234-9404 mikea@jhu.edu

Daniel B. Kohlhepp, Ph.D., MAI
Academic Director, Accelerated MSRE Program
202-650-6020 dkohlhepp@jhu.edu

Charles Schilke, J.D., CRE
Academic Director, Part-time MSRE Program
202-650-6021 charles.schilke@jhu.edu

Margot X. Rome
MSRE Administrative Coordinator
410-234-9338 mrome@jhu.edu

Mary-Lou Foley
Academic Administrator
410-234-9334 marylou@jhu.edu

Mailing Addresses

Baltimore, MD: Harbor East Campus

Edward St. John Real Estate Program
Johns Hopkins Carey Business School
100 International Drive
Baltimore, MD 21202

Washington, DC: DC Center

Edward St. John Real Estate Program
Johns Hopkins Carey Business School
1625 Massachusetts Avenue, NW
Washington, DC 20036

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Free digital copies are also available via www.dankohlhepp.com under “Education.”