

PROFESSIONAL EXPERIENCE

Independent Consultant

Institutional Real Estate

New York, NY

April 2023 – Present

- Edward Sapp is a seasoned professional with 7+ years of experience in real estate private equity investing, portfolio management, and I-banking
- **Broad Exposure:** Worked across asset classes (Multifamily, Retail, Self-Storage, Office, Life Science, Student Housing), and strategies (loan workouts, M&A, public and private LBOs, portfolio management).
- **Deal Experience:** First-hand experience on REIT and asset-level equity deals, building complex models and clear presentations to senior leadership.
- **Strategic & Analytical:** Excel modeling expertise, ranging from back-of-envelope calculations to complex 200+ asset corporate models for major portfolio companies. Capable of building and adjusting cash flow waterfalls with various return structures and distribution scenarios. Able to deliver advanced analysis within tight turnaround timelines. Familiar with real estate reporting systems used across multiple FP&A teams to synthesize analysis.

Brookfield Asset Management

Vice President | Investments and Portfolio Management

New York, NY

September 2017 – April 2023

- **Retail Portfolio Management, ~\$55B TEV (Portfolio Management)**
 - Actively managed Brookfield's Retail platform, including ~200 retail assets and ~155M square feet across 9 countries, with daily emphasis on U.S. Retail Portfolio (former GGP, Rouse, and TRA, predominately enclosed malls)
 - Rebuilt entire corporate model (200+ mall assets, active developments, and large debt pool), transformed legacy Excel from slow refresh time to near instantaneous update speed, streamlined reporting and presentations from granular property-level and debt-level data to senior management and board
 - Daily oversight included: Capital markets oversight of ~\$30B mortgage and corporate debt, structuring and executing lender workouts on non-performing loans (both CMBS & balance sheet), all facets of operations (leasing, accounts payable, quarterly reporting, etc.), and several large-scale mixed-use development projects and associated investment committees (e.g. Newpark Mall 1,400 multifamily unit redevelopment in Newark, CA)
 - Developed top-down national thesis for necessity retail investment strategy, synthesizing public and private data to identify ideal micro-markets
 - Designed concise presentations to communicate complex data analysis to senior leadership
- **Simply Self Storage Disposition, ~\$1.2B TEV (Closed)**
 - Led analyst team during \$1.225B sale of Simply Self Storage, one of the largest private self-storage operators, to Blackstone's BREIT.
 - Built agile corporate model from scratch to forecast portfolio of 101 wholly-owned properties comprising ~65k storage units across 8.6M SF with an additional 21 third-party-managed properties (~12k units / 1.8M SF) and 1 land development tract. Trained analyst team to use the same model.
 - Designed investment committee memo and external-facing CIM documents through initial hold-sell analysis, IC, sale process, close, and post-closing.
- **Forest City Privatization, ~\$11.4B TEV (Closed) & Portfolio Management**
 - Privatized Cleveland-based diversified REIT with 100-year history comprising 6.3M SF high-quality office, 2.3M SF life science, 2.2M SF retail, 18,500 multifamily units, and 5 large-scale development sites in three top-tier markets (DC, SF, Stapleton CO).
 - Created then maintained the TopCo corporate model (100+ assets) through underwriting, diligence, IC, closing, and quarterly board meetings
 - Integrated Forest City into larger Brookfield ecosystem, regularly attending board meetings and working across chain of command between senior leadership and boots-on-ground FP&A and asset management teams. Ongoing duties include board reporting, capital markets activities (~\$8B pro-rata debt at closing), covenant compliance, and large-scale disposition efforts (e.g. ~\$3B disposition of life science portfolio).
- **Project Lead, Nexus Portfolio Management Platform**
 - Applied expertise in Excel to streamline reporting, create sophisticated corporate real estate models, and refine reports for senior management.
 - Pioneered digital transformation of legacy tech stack for advanced reporting and cash flow forecasting system built into advanced web application.

Credit Suisse | Real Estate Investment Banking

Investment Banking Analyst

New York, NY

July 2016 – August 2017

Selected Transaction Experience:

- **Advisor to DDR in ~\$3bn spin-off of RVT Portfolio (Closed)**
 - Analyze asset-level cash flows to value portfolio of 50 properties (38 Continental US assets, 12 Puerto Rico)
 - Built and managed sell-side model. Valued business with LBO, DCF, and Direct Cap valuation methodologies
- **Joint Co-Manager to Howard Hughes in \$800mm High Yield Debt Issuance (Closed)**
 - Develop cash flow model for unique business model; forecast debt paydown, develop ratings agency presentation, and manage client communications
- **Advisor to HCP in spin-off of QCP (Closed)**
 - Analyze HCP's outsize exposure to struggling post-acute nursing tenant Manorcare
 - Highlight operational benefits from spinoff of exposure to risky tenant

EDUCATION AND EXTRACURRICULAR ACTIVITIES

Tulane University – Freeman School of Business & School of Liberal Arts (Dual Degree)

New Orleans, LA

BSM Finance Major (Business Degree) & BA Spanish & Portuguese (Liberal Arts Degree)

May 2016

Cumulative GPA: 3.96/4.00; **Major GPA:** 4.00/4.00 | **Honors:** Summa Cum Laude (*highest distinction*); Altman Scholar (*1 of top 15 applicants, dual-degree program emphasizing business, liberal arts, foreign languages, international travel as cohort sophomore summer, year abroad, scholarship stipend, and custom curriculum each semester*), Presidential Scholar (*\$108,000 award to cover tuition*); Dean's List (*all semesters*) | **Activities:**

- Green Bull Investment Group – Co-Head (*hands-on direct mentorship, brought Tulane wall street internships from 5 to 21*) 2015 - 2016
- Darwin Fenner Student Managed Fund – Investment Analyst (*1 of 19, invitation-only course, \$2.5M long fund, invest using recent theses in financial academia*) Spring 2016
- Tulane Burkenroad Reports – Equity Research Analyst and Investment Manager Spring 2015
- Chinese Immersive Internship in Zhaoyuan, Shandong, China (山东, 招远) – (*Summer in Tier 3 Chinese city with very few English speakers, learned Mandarin through immersion, helped Zhaojin Gold Company launch English school*) Summer 2014
- Eagle Scout (*Cleaned, renovated, and extended trail along Lake Brandt Rd in Greensboro, NC*) 2009

SKILLS AND INTERESTS

Languages: Spanish (Proficient), Portuguese (Proficient), French (Intermediate), Mandarin (Basic)

Finance: LBO, M&A, Real Estate Asset Valuation (Multi, Student, Self-Storage, Retail, Development)

Technical & Programming: Expert in Excel, Complex Corporate Modeling, Financial Reporting, PowerPoint (External-Facing and Internal-Facing), CoStar, REIS,

AxioMetrics, Placer.ai, Bloomberg, Data Science, Application Development, Python, Pandas, Docker, AWS, Jupyter, Ubuntu

Interests: Foreign Languages, Restaurants, Data, CrossFit, Movies, Travel