

BRETT PELLETIER, CRE, FRICS

Helping individuals and organizations make better decisions.

Phone: 401-835-2679

LinkedIn: [linkedin.com/in/brett-pelletier-b060004/](https://www.linkedin.com/in/brett-pelletier-b060004/)

Email: BNPelletier@gmail.com

A passionate leader who knows that people are the most important part of problem-solving. I specialize in helping people and organizations make better decisions through due diligence, thoughtfulness, and active engagement. I help solve complex problems in Affordable Housing, community development, and nonprofit leadership. I work with finance, real estate, and economics students at the undergraduate and graduate levels to help them bridge dissimilar disciplines in solving problems involving both economics and the built environment.

EDUCATION

Bryant University Graduate School of Business; Smithfield, RI

Master of Business Administration (MBA), Leadership - with Honors

Harvard University Extension School; Cambridge, MA

Master of Liberal Arts (ALM), Finance - with Honors

Bentley College; Waltham, MA

Bachelor of Science (BS), Finance

AREAS OF COMPETENCY

- Community Development
- Negotiations & Strategic Planning
- Public Administration & Policy
- Affordable Housing
- Nonprofit Leadership
- Historic Preservation/Adaptive Reuse
- Real Estate Finance
- Public-Private Partnerships
- Public Speaking/Presenting

PROFESSIONAL EXPERIENCE

Kirk&Company: Real Estate Counselors; Boston, MA

October 2005 - Present

Chief Operating Officer

Organizational leadership and operations, including day-to-day and capital administration, business development, team-building, and client-facing activities. Hands-on experience with the real estate life cycle including development and operating feasibility, marketability, financial modeling, underwriting, disposition and leasing support, and due diligence services for development, financing, investment, negotiation, and litigation support. In-depth knowledge of private, non-profit and mission-driven organizations, government agencies and municipalities, and individuals and families. Delivers actionable solutions to real estate planning, production, preservation, and financing problems with a focus on housing policy throughout the United States. Strategic focus on confidential advice and house-doctor consulting assignments within highly competitive real estate markets.

Affordable Housing Institute; Boston, MA

March 2021 - Present

Senior Asset Valuation Advisor & Real Estate Expert

Provides analysis and counsel on complex real estate and business problems, fractional interest valuation, and asset (re)positioning. Assignments have included portfolio analysis, affordable housing delivery and preservation, housing affordability analysis, analysis of predictive modeling and credit decisions in developing economies, and analysis and recommendations on the impact of algorithmic underwriting models on racial and gender bias in real estate lending. AHI is a non-profit impact consultancy dedicated to improving affordable housing ecosystems around the world and has a mission to create a positive impact on housing around the world, formal and informal, at a range of income levels. By working directly with mission-oriented customers, solutions have included policy reforms, structured public-private partnerships, refinancing facilities, organizational growth business plans, and the design of financial products.

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ACADEMIC EXPERIENCE

Roger Williams University; Bristol, RI

August 2022 - Present

Adjunct Professor: Cummings Graduate School of Architecture

Introduction to Real Estate

Developed and teach the inaugural real estate course within the Real Estate Institute at the Cummings Graduate School of Architecture. Lecture and workshop models used in delivering real estate education to graduate architecture, engineering, planning, and MBA students as a multidisciplinary model to real estate education. Real estate coursework includes analysis of public policy as it relates to access to housing, services, and opportunities, as well as the social impacts within the built environment.

Salve Regina University; Newport, RI

January 2021 - Present

Adjunct Professor: Department of Business and Economics

Courses Taught: Financial Management, Introduction to Real Estate, Intro to Macroeconomics

Actively engages with a diverse population of students with a wide variety of educational backgrounds and experience. Well versed in Canvas, Zoom, WebEx and a variety of proprietary learning management systems (LMS) and platforms. Experience developing and refining course objectives, syllabus development, and educational delivery focusing on learning objectives and outcomes for in-person and virtual/distance/hybrid learning. Experience in lecture, active learning, and case method engagement. Specific focus on universal justice, ESG factors and concepts, and behavioral aspects of finance, economics, and real estate. Real estate coursework includes analysis of public policy as it relates to access to housing, services, and opportunities. The University encourages students to work for a world that is harmonious, just and merciful. Faculty Advisor to the Salve Real Estate Club.

PUBLIC SECTOR EXPERIENCE

Tiverton Town Council; Tiverton, RI

2010 - 2016

Town Councilor

Served as an elected Town Councilor for three terms (6 years). Duties included active fiscal administration of a \$50M+ municipal budget, policymaking, oversight of Administrator and department heads, and executive management of the Town. Active engagement with Boards and Commissions, regular engagement with budgetary matters, and writing and modifying Town ordinances, policies, and protocols. Regular and active community engagement through formal meetings, hearings, and events. Regularly attended various related town board meetings to engage with citizens and commissioners in areas of interest and need. Attended and presented at televised public meetings twice per month, with regular public hearings and special presentations throughout the year. Presented fiscal and municipal policy proposals to audiences from 10 to 500 residents and participants.

Senator Edward Kennedy; Boston, MA

2005

Constituent Services Intern: Veterans Affairs

Worked with congressional aides and staffers on issues involving constituent concerns and requests, specifically working with veterans, homeless and formerly homeless constituents, and inmates affairs. Assisted staff in working with municipal officials and organizations resolving veterans benefits claims, prisoner conditions, and homeless support services.

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PROFESSIONAL MEMBERSHIPS

Counselors of Real Estate - **CRE®** Designated Member

Royal Institution of Chartered Surveyors - **FRICS®** Designated Member

MBREA - **MRA** Designated Member

Lambda Alpha International - Land Economics Society (LAI) - Designated Member

American Real Estate Society - (ARES) - Member

Urban Land Institute - (ULI) - Member

Greater Boston Real Estate Board - Real Estate Finance Association (REFA) - Member

Citizens' Housing and Planning Association (CHAPA) - Member

Boston Committee on Foreign Relations (BCFR) - Member

Boston Economic Club (BEC) - Member

National Housing and Rehabilitation Association (NH&RA) - Member

COMMUNITY LEADERSHIP

Preserve Rhode Island - Member of the Board of Trustees - 2020-Present

CRE Consulting Corps - Volunteer Real Estate Counselor - 2019-Present

Boston Preservation Alliance - Young Advisors - Director - 2020-2023

New England Real Estate Journal (NEREJ) - Contributing Writer - 2015-Present

MA/RI/ME Chapter of the Appraisal Institute - Director 2020-2022

Striving Artists Theatre Company; Beverly, MA - Chairman; Director - 2015-2020

Tiverton, RI Town Council - Council Member - 2010-2016

Tiverton, RI Planning Board - Member - 2016-2017

Tiverton, RI Wastewater District - Secretary; Director - 2017-2018

PROFESSIONAL LICENSES

Licensed Real Estate Broker - MA

Certified General Real Estate Appraiser - MA and RI

RELEVANT WORK/CASE STUDIES

Austin, Minnesota: Improving and Expanding Austin's Housing Supply. Part of a five-person team of experts deployed to analyze the housing market and identify barriers to housing production. Provided suggested solutions to incentivize investment in a variety of housing types and tenures to meet community needs and support continued economic growth. Identified barriers to new housing in the City, public and private financial tools and best practices to present strategies to increase housing options and improve Austin's housing stock. *Prepared for the City of Austin, MN, 2022.*

Fort Myers, Florida: Post-Ian Housing Recovery Strategy. Housing affordability and attainment strategy for collaborative development, public policy and entitlement reforms, and housing shortage and affordability gaps in response to damage caused by Hurricane Ian. *Prepared for Collaboratory, 2022.*

Algorithmic Appraisal Bias; Milwaukee, WI. Analysis of appraisal bias in residential and commercial real estate capital decisions in black-majority neighborhoods in Milwaukee, WI. Analysis of algorithmic bias in both property valuation models and capital decision making and potential solutions through non-appraisal lending. *Prepared for Affordable Housing Institute, 2020.*