



## NESS & ASSOCIATES

Patrick Nessenthaler is a real estate investment strategist and business developer with more than 16 years in the commercial real estate industry sourcing, negotiating, and executing over \$4BN in complex debt and equity transactions in a wide variety of asset classes. Patrick began his career in a valuation & consulting role at Integra Realty Resources conducting valuations, market studies and feasibility studies on a diversity of commercial property types including retail, industrial, office, and multifamily. He has also provided counseling services on niche and esoteric asset classes, with a primary focus on seniors housing and other healthcare-related real estate.

After completing his real estate graduate studies at the Baker Program in Real Estate at Cornell University, Patrick joined The Ackman-Ziff Real Estate Group, LLC in 2012. During his tenure at the firm, he was responsible for all aspects of the underwriting process, structuring, and placement of debt, mezzanine, and joint venture and Co-GP equity opportunities for a broad range of commercial real estate assets. He also originated on an exclusive basis over \$700MM in debt and equity capital mandates for healthcare real estate transactions. He was also part of the deal-team that won the Real Estate Board of New York's "Most Ingenious Deal of the Year" award for the construction financing of EmblemHealth's medical office building in East New York, NY. After his time at Ackman-Ziff, he served as Vice President at MUFG and was selected as sixth out of 13,000 professionals at MUFG Americas to manage real estate transactions significantly impacted by the COVID-19 pandemic and require a recapitalization. Prior to founding Ness & Associates, Mr. Nessenthaler was Vice President of Finance & Head of Real Estate Capital Markets at Keystone Group, an emerging owner/operator in Indianapolis, IN.

Mr. Nessenthaler has been a distinguished speaker in a variety of real estate ecosystems, speaking to owner/operators, real estate clubs, professional fraternities, CFA Society New York events as well as being a lecturer at several Tier 1 universities. He currently serves as Vice Chair of the Alternative Investments Group at CFANY and has been organizing their signature Real Estate Outlook events since 2017. He is also an Adjunct Professor at the University of Louisville and Rutgers University teaching Real Estate Finance & Investments, Real Estate & Alternative Investments, and Real Estate Investments to undergraduate business and MBA students. Patrick also serves as an Advisory Board Member at the Kelley School of Business' Center for Real Estate Studies and does applied research at Rutgers University's Center for Real Estate.

Mr. Nessenthaler holds a Bachelor's Degree in Real Estate Finance from the University of North Texas, a Master's Degree in International Real Estate Finance, a Master's Degree in Healthcare Leadership, and a Master's in Business Administration from Cornell University. Patrick is also a CFA Charterholder, CAIA Charterholder, Member of the Appraisal Institute ("MAI"), and a Counselor of Real Estate ("CRE").