

Professional Curriculum Vitae
Robert (Bob) Rajewski, CRE, FRICS, MSRE
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PROFESSIONAL EXPERIENCE

- *Varied background having worked each side of the CRE process (lender, appraiser, developer, project manager, leasing, capital structuring).*
- *Real Estate Asset Manager and Seasoned Project Finance professional (since 1987) with years of field experience in a variety of commercial investment properties. Greatest skill is quickly identifying issues within complex real estate assets/interests, dissecting them, and formulating strategies to resolve them through innovative and market-based solutions.*

EMPLOYMENT HISTORY

Tipping Point, Ohio

2021 to date

On-going consultant to family offices for real estate projects.

P(gain), LLC, Wilmington, DE

2018 - 2021

[www.P\(gain\)LLC.com](http://www.P(gain)LLC.com)

Consultant to the following companies:

- Two National Brokerage Firms. Provided technical (Argus and XLS), capital structuring and lease negotiations.
- Two Commercial Real Estate Family-Owned Offices. Provided project management oversight for development and redevelopment projects.

Eagle Realty (Western Southern Insurance Company), Cincinnati, OH

2017 - 2018

Senior Asset Manager

Pro Tempore Assignment - Asset manager responsible for direct oversight of a portfolio of equity investments. Responsible for the creation and implementation of operating and capital budgets. Direct responsibility for the oversight of leasing and property management; monitoring and recommending strategies to the investment committee to optimize the capital stack through refinancing; recommend liquidation of assets when appropriate; managed a portfolio of Class A multi-family apartments and hotels under construction and lease-up and monitored compliance with LP equity interests and operational and capitalization strategies.

Enterprise Community Investment, Columbia, MD

2014 - 2017

Senior Project Manager

Asset manager responsible for an assigned real estate portfolio of Real Estate Owned and LP interests with the goal of repositioning the asset for sale in the open market.

Responsibilities were numerous and varied and included the following:

- Direct oversight of property management and leasing personnel.
- Managed renovation projects including defining the scope of work, the bidding process and oversight of the contractors and subcontractors.
- Formulated new leasing strategies, project capital and operational needs and then implemented plans to create value.
- Managed relationships with general partners, lenders, public sector entities and investors to resolve various issues during construction, lease up, and operations.
- Managed and resolved issues including construction defects, reconstruction of fire damage, property management, deferred maintenance, operations, and sponsor/general partner disputes.

Continental Realty, Baltimore, MD

2010 – 2014

Vice President of Finance and Asset Management

- Managed a portfolio of real estate assets for a privately held real estate investment and development company. Responsible for sourcing, structuring, negotiating, and closing short and long-term mortgage loans to meet investment strategy objectives for the portfolio. Financed over \$350 million in assets utilizing Fannie Mae, Freddie Mac, HUD 223F, and various community and regional banks.
- Managed a portfolio of multi-family and retail properties.
- Formulated and implemented investment and operational strategies; including re-positioning/re-development plans and exit strategies.
- Directed and managed the due diligence and closing for acquisitions and dispositions. Engaged and directed all third-party service providers including engineers and other consultants.

Caves Valley Partners, Baltimore, MD

2007 – 2010

Vice President of Development and Finance

Managed all aspects of the pre-development and development process including project financing.

- Secured and closed on financing (221-D4) for a \$25 million multi-family and office/retail development project located in downtown Baltimore, Maryland.
- Obtained a \$20 million loan for an office building redevelopment located in Towson, Maryland.
- Prepared strategic plans, feasibility studies and action plans; monitored construction and leasing performance relative to the project development plans and budgets.
- Evaluated and made recommendations on development and redevelopment opportunities.

Building Investment Trust (PNC Bank), Baltimore, MD

2001 – 2007

Vice President of Asset Management

- Led and directed management of a \$300 million portfolio of office, industrial, multi-family, and retail properties located in the Mid-Atlantic and Mid-West Regions for an AFL-CIO sponsored fund, which was capitalized by various Taft-Hartley pension funds.
- Developed and executed strategic plans and disposition strategies, which optimized property performance and investment returns.
- Prepared and presented internal and external financial quarterly reports, budgets, and schedules.
- Managed third-party property managers, construction contracts, and leasing brokers.

Previous Employers (summarized)

1986-2000

- Commercial Appraiser Trainee Program, Bullard and Appraisal Associates, Daytona Beach Florida. 1987 to 1988
- Staff Appraiser, Lipman Frizzell Mitchell, Baltimore, MD. 1988 to 1992.
- Bank of America – 1992 to 2000
 - Appraiser Reviewer, 1992 to 1994
 - One Year Commercial Credit Training Program. Successfully completed and was assigned to the following position. 1995
 - Conduit Underwriter then Construction Loan Underwriter, Baltimore Md. 1996 to 2000

TECHNICAL SKILLS

- Valuation Tools – Fluent and competent in the following:
 - Argus 13.0 Teach (Certified University Instructor) in practice and for clients.
 - VAL
- Proficient in MS Word, PowerPoint, Excel
- MRI, Yardi and Sales Force

CERTIFICATIONS

- FRICS member 2020
- Counselor of Real Estate member 2019
- Completed course work and received approval of the demonstration report for the MAI Institute.
- RS-0036421. Real Estate Salesperson License, State of Delaware.
- Received a full scholarship from the MAI Appraisal Institute to Attend Johns Hopkins University. 1990 to 1996.

FORMAL EDUCATION

The Johns Hopkins University, Baltimore, Maryland, 1996

- Master of Science Degree, Concentration: Real Estate Finance & Development

University of Baltimore, Baltimore, Maryland, 1986

- Bachelor of Science Degree, Concentration: Finance

INDUSTRY EXPERIENCE – on-going

- KNLB and NAIR Skyway Commercial Brokerage Firms – 2020 and 2022 - Baltimore, Maryland and Sarasota, Florida 2020 – on-going. Provide technical support to 7 agents working in brokerage teams by preparing financial forecasts and tenant representation work.
- Beeker Inc. – 2020. Real Estate Modelling and structuring for an active real estate development. Signed a CA so details are limited.
- Elliott Sidewalks Communities. 2018 to 2019, Monthly Internal Consultant / Advisor. Commercial Real Estate Developer for University Campus.
- Philadelphia Redevelopment Authority. Redevelopment Authority. Trained staff members on the valuation, financial structuring.
- McCrary Investments Baltimore MD. Principal, Michael McCrary, Former NFL Player (retired). 2007 - Ongoing. Family-owned real estate investments. Provide recommendations regarding the review and monitoring of the family's investment portfolio and use of best practices for evaluating new investments.
- Gemdale USA. Collaborated with partners to craft a study for a defined geographic area that measured the impact of changing capitalization rates on exit strategies involving multi-family developments.
- Armata Holdings, Principal, Alex Griswold, Palm Beach, Florida. 2017 - Ongoing. Private real estate fund that engages my services for creation of proformas.

REFERENCES

A list of professional references is available upon request.