

COMMERCIAL REAL ESTATE CAREER PANEL

Sunday, November 2, 2014 at noon
Center for Professional Development

Matt Nicholson ('05), Moderator, Associate Director (Commercial Sales)

Mr. Nicholson is an Associate Director in the Washington, DC office of HFF (Holliday Fenoglio Fowler, L.P.) with more than eight years of real estate experience. His primary responsibilities include: marketing office investment sales transactions, preparing offering memorandums, performing financial and market analysis, and facilitating the due diligence process. Since 2007, he has been involved in over \$2.5 B of equity, debt, and structured finance transactions. Prior to joining HFF, he was a Loss Mitigation Analyst at Deutsche Bank Berkshire Mortgage (DBBM), where he was responsible for overseeing a portfolio of non-performing multifamily assets located in several major metropolitan markets throughout the United States. As part of DBBM's Loss Mitigation Group, he performed all quarterly and annual financial reporting for Fannie Mae and Freddie Mac, conducted property inspections, and assisted with refinance, foreclosure and disposition processes.



Geoffrey Colla ('04), Entrepreneur (Investments)

Mr. Colla founded Connecticut River Capital (CTR) in 2011 after moving back to Hanover with his family. CTR is a principal investment firm focused on building lower middle market platform enterprises and making opportunistic real estate investments. Prior to founding CTR, Geoff was a Director at Bay Grove Capital, a private equity firm based in San Francisco, where he was part of a small team that started what is now Lineage Logistics, the 2nd largest cold storage company in the world. Prior to Bay Grove, Geoff was an Associate at Starwood Capital Group, a large real estate private equity firm. While at Starwood, he executed real estate transactions valued at over \$1 billion and evaluated debt and equity deals across the residential and commercial asset classes. Geoff started his career with Morgan Stanley, both in New York and Menlo Park, where he focused on leveraged finance and covering the oil & gas, energy and healthcare industries. He is a director of Access Health Dental and past director of Nevada Dental Benefits, Ltd. Geoff is a graduate of Dartmouth College and of St. Paul's School.

James Eberhart ('07), Vice President (Investments)

Mr. Eberhart is a Vice President in the acquisitions group at Wheelock Street Capital. Wheelock is a private real estate investment firm founded in 2008 and headquartered in Boston, MA and Greenwich, CT. The firm focuses on real estate investments throughout North America and will invest in both public and private market opportunities and in all parts of the capital structure. At Wheelock, James supports the firm's efforts across asset classes and geographies, with experience in hospitality, multifamily, office and retail. Prior to joining Wheelock, James was an analyst in the Real Estate Investment Banking Group at Deutsche Bank AG where he focused primarily on the gaming and lodging industries.



Caitlin B. Simon ('04), Vice President, Capital Transactions (Investments)

Caitlin Simon joined Shorenstein in 2007. She is responsible for sourcing, evaluating, negotiating and closing capital transactions in the Eastern United States. Prior to joining Shorenstein, Ms. Simon was an assistant vice president with Lexington Realty Trust, where she was responsible for portfolio management activities, strategic transactions and dispositions.



Brandon Wright ('05), Development Associate (Multi-Family Development)

Mr. Wright is a Development Associate in the Washington, D.C. office of Alliance Residential Company, with the responsibility of sourcing mixed-use and multifamily acquisitions as well as managing the development process for current projects either in planning or under construction. With over eight years of experience in commercial real estate development, construction, finance and investment, Mr. Wright previously worked for Holliday Fenoglio Fowler, LLP and The Bozzuto Group. At HFF, Mr. Wright was involved in over \$1.95 billion in commercial real estate transactions. While at Bozzuto, he worked on the construction of numerous mixed-use and multifamily properties, helping lead the development of The Fitzgerald at UB Midtown to win numerous national industry awards. Mr. Wright graduated from Dartmouth College in 2005 with a bachelor's degree in History.

