



ZEN DEVELOPMENT CONSULTANTS LLC

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RYAN WITHALL

Senior Development Consultant

FOCUS

Acquisition/Rehab Analysis and Execution

PROFESSIONAL HIGHLIGHTS

- Significant affordable acquisitions, refinance, tax credit resyndication experience
- 40 projects completed across 12 states
- Strong project management and leadership experience
- Strong financial analysis and proforma modeling skills
- Helped to build two firms currently in the top 20 owners of affordable housing in the country
- Asset Management Optimization

EDUCATION

Yale School of Management and Yale School of Forestry & Environmental Studies
Master of Business Administration (MBA) and Master of Environmental Management (MEM)

Columbia University
Bachelor of Science, Earth and Environmental Engineering

PROFESSIONAL EXPERIENCE

Zen Development Consultants

Senior Development Consultant, 2023-Present

Provides real estate consulting services specializing in acquisition/rehabs; recapitalizations; financial modeling and analysis; affordable housing finance and funding applications; construction and permanent financing, closing coordination; development proposals; and general project management.

Conifer Realty

Vice President of Investments, 2022-2023

Raised institutional equity capital for investment in affordable housing companies and portfolios in order to grow and diversify Conifer's existing affordable housing portfolio. Built acquisitions and transactions team to evaluate acquisition opportunities. Developed capital markets strategy with existing Conifer team to provide flexible financing and development opportunities.

Lincoln Avenue Capital

Director of Acquisitions and Development, 2017-2021

Managed origination, underwriting, and acquisition of affordable multifamily properties and recommend business plans to maximize long-term value. Liaise with lenders, investors, and other stakeholders to optimize portfolio operations and value-capture. Develop industry relationships to increase deal pipeline and implement creative and successful business plans. Led acquisition and development process for 36 properties across 9 states (CA, FL, TX, MI, NV, NY, WA, MA, GA) comprising 5,750 units with a total development cost of \$850M+. Contributed to Lincoln Avenue Capital's development project management infrastructure, documentation, and process. Implemented structured acquisition and development protocols.

Hudson Valley Property Group

Development Associate, 2015-2017

Managed acquisition and rehab process for 2,000+ units of affordable housing financed by LIHTC and private equity from Q3 2015 to Q3 2016, with \$300M of total development cost. Assessed acquisition potential of 30+ properties, containing 5,000+ units using a variety of deal structures: LIHTCD, private equity, joint venture partnership, bridge to refinance/re-syndication. Developed and implemented HVPG's asset management capabilities for the 1,300+ unit portfolio. Responsibilities include tracking and analyzing monthly operations, preparing quarterly investor reports, communicating with property managers about operating decisions, and organizing property details for ease of access.

CERTIFICATIONS, SKILLS, AND AFFILIATIONS

Quantitative software experience – Excel, Argus, Dealpath, Yardi, ArcGIS, SAS, Java, R, IMPLAN, EPA SWMM

Awards:

2014 ULI/Wells Fargo Student Scholarship, Berkley Conservation Scholar, Yale F&ES Scholarship
NCAA Division 1 Varsity Track & Field/XC Athlete; 12th place 2009 Ivy League Track Championships (5,000m)