



ZEN D. SAWYER

Owner/Founder

FOCUS

Finance and Predevelopment

PROFESSIONAL HIGHLIGHTS

- Affordable Housing professional since 2007
- Exceptional financial modeling skills
- Strong grant/proposal writing experience
- Acquisitions/Feasibility analysis expert
- Predevelopment project manager
- Conversant in a wide variety of real estate executions
- Has led over 50 consulting engagements
- Experienced in California, Hawaii, Michigan, and Washington State

EDUCATION

University of Vermont
Bachelor of Arts,
Economics, *Cum Laude*
Awards for Outstanding
Junior and Senior in
Economics

**London School
of Economics**
General Course

PROFESSIONAL EXPERIENCE

Zen Development Consultants LLC

Owner/Founder, April 2011-Present

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

Mercy Housing California Los Angeles, California

Acquisitions Analyst, 2007-2011

Identified and analyzed new development prospects for regional offices in L.A., Sacramento, and San Francisco; performed detailed financial and land use analysis to determine site development potential, housing program design, and funding structure. Coordinated consultant teams and produced development proposals resulting in 12 awarded projects with combined construction budget of over \$450 million. Conducted extensive surveys of green building techniques and through participation on sustainability committees implemented green building standards for Mercy Housing statewide and nationwide.

Neighborhood Stabilization Program Manager 2010-2012

Managed budget of \$2.5 million for single family REO acquisition, renovation, and resale to qualified middle income buyers. Managed client relationships with three cities and 10 staff members to execute project. Identified prospective homes, developed scope of work, led acquisition, coordinated with construction manager and contractor to complete rehab, qualified homebuyers, underwrote loans for resale, and managed disposition.

Moonharbor Investments, LLC Rockland, Maine

Founder and Managing Partner, 2003-2007

Founded real estate investment and development company. Enlisted investors and executed eight successful residential renovations and land development projects. Managed all aspects of project procurement, planning, development, and disposition.

Open Door Realty Rockland, Maine

Associate Real Estate Broker, 2002-2007

Represented buyers and sellers in real estate transactions.

CERTIFICATIONS, SKILLS, AND AFFILIATIONS

San Geronimo Valley Affordable Housing Association - Development Advisory Committee

University Of Southern California Ross Minority Program in Real Estate (2011)

Skilled in financial modeling using Excel, Argus, and PlanEASE.

Leadership in Energy and Environmental Design ("LEED") Accredited Professional (2006)