

CARLO MATRICARDI / REAL ESTATE MANAGER

SUMMARY

Team Leader passionate about setting an organization's guiding principles into action by solving problems.

Value-driven professional with a proven track record to consistently outperform the marketplace.

Champion of Innovation recognized for creative approaches to uncovering data and opportunities.

EXPERTISE

Public Speaking | Stakeholder/Transaction Management | Commercial Leasing/Sales | Location Intelligence |
Lease Administration | Feasibility Studies | Economic Development | Creative Problem Solving | Construction Management

EXPERIENCE

CARTHAY GROUP (Los Angeles, CA)

May 2016 – Present

Managing Director | carthaygroup.com

Leadership and growth of a commercial real estate business that has expanded services from sales and leasing into an outsourced real estate manager. Recognized for producing record growth and outperforming competitors during the global pandemic.

- Developed a comprehensive real estate strategy across multi-site organizations to scale operations on demand including the launch of new clinic or medical office buildings, offices, stores, restaurants, manufacturing, and banking spaces.
- Prepared and presented real estate strategies and proposals to senior level leaders and executives resulting in the site selection through completion of de novo sites; including four (4) new retail restaurant openings, 160K square feet of industrial/manufacturing spaces and eight (8) office environments including medical, showroom and flex.
- Spearhead the asset management and repositioning of dilapidated buildings into profit centers by employing data driven decisions to inform, target and capture the best tenants.
- Lead the identification, evaluation, and negotiation of real estate opportunities, including leases, acquisitions, and dispositions resulting in \$23MM+ new business and earned the primary leasing contact role on 463,000 SF+ of new business.
- Partnered with the ownership teams leading the design, construction, and renovation of affordable housing, medical/office, retail and educational facilities to create inspiring and functional environments for stakeholders.

NAEROK PROPERTY DEVELOPMENT (Los Angeles, CA)

March 2015 – April 2016

Vice President of Real Estate Development | Naerok Group International

Recruited by a construction company to increase their offering of owner's representation services. Enabled and lead new business including the approvals process for land entitlement with local government as well as financial analysis and presentation to capital partners.

- Improved the productivity of Property Management staff and increased net income to the facilities management line of business with the creation of standardized proposals, contracts and fee structure.
- Negotiated concept design and approval for Exclusive Negotiating Agreements (ENAs) with City of Inglewood for three distinct properties formerly held as Community Redevelopment Agency (CRA) sites within first 60 days.
- Produced investor offering memorandums and discounted cash flow (DCF) analysis to maximize investor return for a 54-unit condominium development, a 19-unit affordable apartment development, and a 12-unit small lot subdivision.
- Increased the fee development pipeline with an executed agreement to entitle the adaptive reuse of a 72,000 GBA steel frame office building to an 85-unit market rate multifamily property. Increased potential gross income (PGI) and lowered developer risk with program improvements such as: adaptive reuse of existing ground floor retail to eight (8) live-work units.

LATINO PHYSICIANS OF CALIFORNIA (Los Angeles, CA)

March 2014 – May 2015

Director of Marketing and Communication | LPOC

Served in a Project Management role on behalf of Executive Director and Board to enable partnerships between our largest population and physician leaders in the healthcare community.

- Procured, updated and maintained contact data for over 4,338 physicians to create a member base, initiate meaningful dialogue and forge a network of CA physicians.
- Organized events; the 1st Latino Health Conference, the Latino Health Speaker Series across the state to grow our marketing funnel through coordinated local press coverage and membership drives for each.
- Prepared and developed the targeted marketing campaign for the CA Physician Needs Assessment Survey with funding from the Office of Statewide Health Planning and Development (OSHPD).
- Devised and maintained a process for all staff to work remotely across cloud-based systems including mirrored contact relationship management across Salesforce, Nimble and Insightly to ensure vendor access.
- Surpassed expectations of Board of Directors while remaining within budget; Created and executed a marketing plan to result in a tenfold (10x) increase in Facebook participation, 200% increase in membership and 400% increase of site traffic; necessitating a new hosting company.

MATRICARDI LAW (Los Angeles, CA)

January 2011 – April 2015

Operations Associate

COMMUNITY REDEVELOPMENT AGENCY (Los Angeles, CA)

June 2010 – December 2010

Real Estate Development Intern | CRA/LA

DC COMMERCIAL (Los Angeles, CA)

February 2006 – May 2010

Investment Consultant | dcom.com

EXECUTIVE HEALTH CONSULTING (Los Angeles, CA)

September 2005 – January 2006

Marketing Director | ehcllc.com

UNIVISION (Los Angeles, CA)

April 2004 – August 2005

Sales Associate | univision.com

CAUSES

Real Estate Advisory Council, Loyola Marymount University (Los Angeles, CA)

2019 – Present

Leveraging the knowledge of the best-in-class practitioners within the built environment to the benefit of our students.

Member of the Board, Executive Committee, Events Chair | lmu.edu

- Organized the programming of quarterly events which draw over 600 participants annually; and growing.
- Recruited 16+ new executives for our launch and now our signature annual event the Real Estate Career Day Fair.

TECHNICAL SKILLS

Microsoft Office Suite | Google Suite | Canva | Trello | Pipedrive | ArcGIS | Argus

EDUCATION

Certificate, Excel Real Estate Analysis: Advanced Pro-forma Modeling, **Kahr Real Estate Services** (New York, NY) **2011**

Certificate, Ross Minority Program in Real Estate, **University of Southern California, Lusk Center** (Los Angeles, CA) **2009**

Bachelor of Business Administration (BBA), International Business, **Loyola Marymount University** (Los Angeles, CA) **2003**

Bachelor of Arts (BA), Spanish, **Loyola Marymount University** (Los Angeles, CA) **2003**