

## DAVID WEISEL, CRE

8535 Atwell Road

Potomac, MD 20854

Mobile: 301-332-4107

[David.Weisel.CRE@gmail.com](mailto:David.Weisel.CRE@gmail.com)

### OVERVIEW

Over thirty years of experience in a broad range of real estate consulting and management functions, including financial and investment analysis, market research, feasibility studies, portfolio and asset management, and valuation covering a variety of property types in over 100 metropolitan areas and 40 states throughout the U.S.

### PROFESSIONAL EXPERIENCE

Current	<b>INDEPENDENT COMMERCIAL REAL ESTATE ADVISOR</b> Provide market analysis, market and financial feasibility, highest and best use analysis, valuation, investment strategy, and other services.	<b>Washington, DC</b>
2000-2017	<b>DELTA ASSOCIATES</b> <i>Chief Executive Officer.</i> Previous positions: President-Consulting Division; Senior Vice President. Responsible for all aspects of national real estate consulting and research firm with 15 staff members. Firm completed 100 consulting assignments per year, including market feasibility and development programming studies, highest and best use analysis, valuation analysis, market investment screening, developer selection. Firm produced seven quarterly subscription publications covering apartments, condominiums, office, residential, and retail. Served on board of Washington DC Economic Partnership.	<b>Washington, DC</b>
1993-1999	<b>ARTHUR ANDERSEN, LLP</b> <i>Manager</i> <ul style="list-style-type: none"><li>• <b>Relationship Management.</b> Team leader responsible for management and development of client service relationships with real estate investors. Fees managed totaled \$1.5 million. Clients included commingled equity funds; private opportunity funds; offshore equity investors; REITs, Fortune 100 companies, and private investors.</li><li>• <b>Consulting.</b> Advised clients on a wide variety of real estate issues, including acquisition and lending underwriting and due diligence, mergers and acquisitions, market analysis, market and financial feasibility, purchase price allocation, estate planning, tax compliance, litigation, and portfolio and individual asset valuation.</li><li>• <b>Practice Management.</b> Responsible for business plan and new business development for eight-member real estate section of Strategy, Finance &amp; Economics group. Supervised and trained staff. Developed in-house real estate training course. Member of Washington office Real Estate and Financial Services marketing teams, and firmwide Real Estate Valuation Technology team.</li></ul>	<b>Washington, DC</b>
1991-1993	<b>RIGGS &amp; CO.</b> <i>Senior Trust Officer.</i> Responsible for asset management, investment analysis, and valuation functions of Trust Real Estate Division. Primary duties involved Multi-Employer Property Trust (MEPT), a \$1.4 billion real estate commingled fund with 100 assets across the U.S.; investors are Taft-Hartley pension funds. Secondary duties involved Personal Trust Real Estate portfolio (\$320 million, 260 assets). <ul style="list-style-type: none"><li>• <b>Asset Management.</b> Responsible for portfolio of downtown office, warehouse/ distribution, and industrial land assets. Directed workout, foreclosure, and turnaround for loan assets.</li></ul>	<b>Washington, DC</b>

## DAVID WEISEL

(continued)

### RIGGS & CO. *continued*

- **Investment Analysis.** Screened and evaluated new equity and debt investments and advised Trust Real Estate Investment Committee. Developed asset disposition strategies. Developed individual asset and portfolio performance forecast models.
- **Valuation and Appraisal Management.** Prepared quarterly valuations for each of MEPT's assets. Trained bank staff in valuation analysis and established new valuation procedures. Directed third-party appraisals and reviews (\$500,000 annual budget) and reviewed appraisals. Developed new appraisal review and tracking procedures.
- **Audit/Compliance.** Coordinated oversight of real estate valuation and investment management processes, including examinations by Office of the Comptroller of the Currency, internal bank audit, and external audit. Reviewed loans for performance standards and risk.

1983-1991

### REAL ESTATE RESEARCH CORPORATION

Washington, DC

**Assistant Vice President.** Director of Washington, D.C. office of a national real estate consulting firm. Clients included pension funds, banks, developers, and local governments.

- **Consulting.** Conducted consulting assignments including market and financial feasibility studies, economic and fiscal impact analyses, development strategies, acquisition counseling, workout strategies, retail location analyses, acquisition/lending due diligence, economic and demographic projections, valuations, and market overviews.
- **Business Development.** Developed new and repeat business and maintained client contact. Attended and spoke at industry conferences.
- **Management/Administration.** Managed and trained junior professional staff and administrative staff. Responsible for all office operations.

1982-1983-

### BROCKTON COMMUNITY DEVELOPMENT CORPORATION

Brockton, MA

**Economic Development Coordinator.** Managed programs and administration for not-for-profit community-based organization, including public/private financing programs aimed at promoting business expansion and job development in city.

## EDUCATION

1980-1982

**HARVARD UNIVERSITY, Kennedy School of Government**  
**Master of City and Regional Planning**

Cambridge, MA

1976-1980

**BRANDEIS UNIVERSITY**  
**Bachelor of Arts, Politics**

Waltham, MA

## AFFILIATIONS:

**The Counselors of Real Estate:** Member.

**Lambda Alpha International Land Economics Society:** Member.

**Urban Land Institute:** Associate Member.

**American Real Estate Society:** Member.

**Appraisal Institute:** Affiliate Member.