

Mark Scarola

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EDUCATION

University of San Diego

Master of Science in Real Estate (Current GPA: 4.0)

San Diego, CA
Anticipated: May 2023

Smith College School for Social Work

Master of Social Work (GPA: N/A)

Northampton, MA
August 2002

EXPERIENCE

Middlemarch Fund

Intern

San Diego, CA
Nov 2021 - Present

- Conducted market research focusing on workforce housing in support of a competitive development bid
- Analyzed Regional Housing Needs Assessment reports and prepared spreadsheets, graphs, and charts
- Provided marketing recommendations and organizational support, including building an Airtable database
- Designed and created templates for quarterly investor update reports

College Corps

Advisor

San Diego, CA
Sept 2022 - Present

- Advised 24 undergraduate students pursuing community service placements through Americorps-like program
- Served directly under the program director helping guide program management during its inaugural year
- Oversaw students placed on probation, assisted student supervisors, and interviewed incoming class of applicants
- Led professional development workshop, initiated student-led training program, and created new program policies

GreenZone Properties

Operations Manager

Murrieta, CA
June 2017 - Dec 2019

- Managed investor relations by addressing investor concerns, maintaining subscription agreements, K1 statements, etc.
- Raised \$1.2 million through LinkedIn, email databases, regional networking events, and national conferences
- Established two private placement syndications / closed-end funds (Reg D and Reg A+)
- Oversaw partial development of an 8.5 acre industrial complex

Peaceful Property Solutions

Asset Manager

Brielle, NJ
Sept. 2013 - June 2017

- Managed portfolio of delinquent residential mortgage loans and rental properties
- Negotiated financial settlements with delinquent homeowners and pursued foreclosure as appropriate
- Conducted due diligence on potential investments and obtained bids from service providers
- Prepared educational materials and research reports for other companies

ACHIEVEMENTS

- CoStar Certification earned in December 2022
- Developed strong presentation skills and assumed project leadership role in several class projects
- Presented real estate development plans at City Council meeting
- Met with local politicians (mayors, governor, senator) to discuss job building real estate development program
- Resolved interpersonal conflicts between executives and service providers
- Created and organized a real estate networking and education group
- Established a 501(c)(3) non-profit organization including the creation of a 150-page business plan

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RESUME ADDENDUM

EDUCATION (Cont'd)

Syracuse University

Bachelor of Arts-Psychology (GPA: 3.9)

Syracuse, NY
May 2000

REAL ESTATE COURSES

University of San Diego (Master's)

- Commercial Real Estate Finance
- Real Estate Development
- Capital Markets
- Real Estate Valuation & Appraisals
- Sustainable Real Estate
- Negotiations
- Real Estate Law
- Real Estate Market Analysis
- Property Management
- Asset Management (current)
- Feasibility Analysis (current)

Supplemental Courses

- Excel Fundamentals
- Excel for Commercial Real Estate
- Business Finance
- Macroeconomics
- Microeconomics
- Principles of Investments