

# Mark Scarola

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## EDUCATION

**University of San Diego:** Master of Science in Real Estate (GPA: 4.0)

May 2023

**Smith College School for Social Work:** Master of Social Work (GPA: N/A)

August 2002

**Syracuse University:** Bachelor of Arts in Psychology (GPA: 3.9)

May 2000

## WORK EXPERIENCE

### **Middlemarch Fund**

San Diego, CA

Intern

Nov 2021 – Present

- Analyzed SANDAG's Regional Housing Needs Assessment report and prepared spreadsheets, graphs, and charts
- Prepared and designed white paper on the need for missing middle and workforce housing
- Created and designed templates for quarterly investor reports providing financial and project development updates
- Conducted market research focusing on workforce housing in support of a competitive development bid

### **San Diego Community Housing Corporation**

San Diego, CA

Intern

June 2023 – Present

- Researching legislation on SB9 lot splits, inclusionary zoning, ADUs, and prefab/manufactured housing
- Compiling list of funding sources (grants, loans, tax credits, bonds, etc) for affordable housing development
- Aiding with projects involving the property tax welfare exemption, ground lease valuations, and density bonuses
- Assisting with the design of an affordable, for-sale, single-family housing program

### **College Corps**

San Diego, CA

Advisor

Sept 2022 – Aug 2023

- Managed 39 undergraduate students pursuing community service placements through AmeriCorps based program
- Led professional development workshops, created new policies, and interviewed incoming class of 131 applicants
- Co-initiated probation program leading to possible statewide implementation

### **GreenZone Properties**

Murrieta, CA

Operations Manager

June 2017 - Dec 2019

- Raised \$1.2 million through LinkedIn, email databases, regional networking events, and national conferences
- Established two closed-end funds (Reg D and Reg A+) and oversaw creation of private placement memorandum
- Managed investor relations as the primary point of contact
- Presented development plans to the City Council and met with a mayor, governor, and senator to discuss job creation
- Resolved interpersonal conflicts between executives and service providers in developing 8.5 acre industrial property

### **Peaceful Property Solutions**

Brielle, NJ

Asset Manager

Sept. 2013 - June 2017

- Managed portfolio of 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

## ADDITIONAL EXPERIENCE

- Assessed the feasibility of a 22.5 acre multi-use project at Naval Base Point Loma (NAVWAR) for a class project
- Assumed leadership role in several class projects and employment positions
- Created and organized a real estate networking and education group consisting of over 100 members
- Established a 501(c)(3) non-profit organization, including the creation of a 150-page business plan

## CERTIFICATIONS

- CoStar Certification (Dec 2022)
- Real Estate Financial Modeling in Excel Level 1 Certification (Sept 2021)