

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

Syracuse University

Bachelor of Arts-Psychology (GPA: 3.9)

Syracuse, NY
May 2000

EXPERIENCE

Norwood Development Strategies

Intern

San Diego, CA
Nov 2021 - Present

- Conducted market research in support of a competitive development bid
- Provided marketing recommendations and organizational support, including building an Airtable database

GreenZone Properties

Operations Manager

Murrieta, CA
June 2017 - Dec 2019

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

Peaceful Property Solutions

Asset Manager

Brielle, NJ
Sept. 2013 - June 2017

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

ACHIEVEMENTS

- Resolved interpersonal conflicts between executives and service providers
- Presented real estate development plans at a City Council meeting and national conferences
- Created and organized a real estate networking and education group
- Met with local politicians (mayors, governor, senator) to discuss job building real estate development program
- Established a 501(c)(3) non-profit organization including the creation of a 150-page business plan
- Defended two academic theses, presented research at six regional conferences, and composed a manuscript for publication

COURSES

- Completed: Business Finance, Mathematics of Business, Economics, Commercial Real Estate Finance & Investment, Excel Fundamentals, Excel for Commercial Real Estate, Real Estate Development, Capital Markets, Sustainable Real Estate, Real Estate Valuation & Appraisals, and Negotiations
- In Progress/Upcoming: Law, Market Analysis, Property Management, Asset Management, and Feasibility