

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

San Diego Community Housing Corporation

San Diego, CA

Intern

June 2023 – Dec 2023

- Analyzed data on LIHTC/CTCAC tax credit awards and the property tax welfare exemption
- Assessed the feasibility of an affordable, for-sale, single-family, housing program
- Researched state law and local codes/regulations including SB9 lot splits, inclusionary zoning, and ADUs
- Compiled list of funding sources through HCD, SDHC, CalHFA, CDFIs, etc. for affordable housing development

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 a [white paper](#) on the need for missing middle and workforce housing
- Created and designed templates for quarterly investor reports to provide financial and project development updates
- Conducted market research focusing on workforce housing in support of a competitive development bid

University of San Diego

San Diego, CA

Adjunct Professor

Jan 2024 – Present

- Teaching two sections of Real Estate Principles

College Corps Advisor

Sept 2022 – Aug 2023

- Managed 39 mostly first-generation students pursuing community service internships through College Corps program
- Led professional development workshops and coached students 1:1 on time management and employee responsibility
- Created new policies, interviewed incoming class of 131 applicants, and co-initiated a new probation program

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 506(c) Reg D and Reg A+ funds while overseeing the 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

Portfolio/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 and bylaws

CERTIFICATIONS & TRAININGS

- CoStar Certification (Dec 2022)
- Real Estate Financial Modeling in Excel Level 1 Certification (Sept 2021)
- Low-Income Housing Tax Credits and Tax-Exempt Bonds (8-hour seminar by the California Housing Partnership; Oct 2023)