

Sunny Y. Patel

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EDUCATION

- 2009 – 2010 **UNIVERSITY OF SAN DIEGO** **SAN DIEGO, CA**
Master of Science in Real Estate. Recipient of Fieldstone Foundation/CA Homebuilding Foundation Scholarship, California Association of Realtors Scholarship, Appraisal Institute's San Diego Chapter Scholarship, and BIA's scholarship all based on academic achievements.
- 2004 – 2008 **UNIVERSITY OF CALIFORNIA, IRVINE** **IRVINE, CA**
Bachelor of Science in Civil Engineering with emphasis on Project Management. Minor in Management.
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EXPERIENCE

- 2010 **CALIFORNIA CAPITAL REAL ESTATE ADVISORS** **SAN DIEGO, CA**
Acquisitions Analyst
Responsible for targeting REO properties and conducting due diligence and underwriting for acquisitions. Introduced organized systems for various tasks to increase efficiency, productivity, and accuracy.
- Conduct Excel based pro forma analysis on properties and notes targeted for acquisition.
 - Conduct market research on targeted properties and competitive properties (i.e. sale/lease comps, rental rates, sales prices, absorption periods, etc).
 - Assist with property issues such as entitlements, governmental, title/escrow, and financing.
 - Coordinate with principals on search for equity partners. Created and maintained a list of over 90 potential equity sources.
 - Responsible for preparing investment offerings and summaries.
- 2008 – Present **YOGIR GROUP, INC** **SAN DIEGO, CA**
Founder/CEO
Responsible for finance, marketing and operations as an owner/operator of a Quiznos franchise in the San Diego area. Founded company to create financial independence for family after father passed away.
- Augmenting corporate accounts. Currently working on attaining school district account for daily catering to 10 schools. First franchise in Southern California to approach school districts to increase sales.
 - Devised and implemented multiple marketing strategies, cost cutting measures and improved efficiency of operations which increased revenues by 20% and net profit by 40% in 1st year of operation.
 - Restaurant currently performs as one of the highest grossing independent franchise in all of San Diego County.
 - Negotiated favorable lease extension with options during relocation within center.
- 2009 **VANTAGE REAL ESTATE PARTNERS** **SAN DIEGO, CA**
Commercial Real Estate Investment Intern
Managed information collection and system organization of information for over 60 properties totaling over \$1 billion and 10 million square feet.
- Conducted real estate market analysis/research. Created automatic excel file which tracked and graphed key economic indicators such as initial unemployment claims, inflation, monetary supply, retail sales, PMI, etc.
 - Performed underwriting of office properties for potential acquisitions.
 - Targeted and maintained a database of prospective equity sources.
 - Assisted in the preparation of investment packages. Recommended the incorporation of data/graphs on the status of economic recovery in all packages.
- 2008 – 2009 **LINSCOTT, LAW & GREENSPAN ENGINEERS** **COSTA MESA, CA**
Transportation Engineer I
Transitioned from intern to a full-time engineer after graduating from UCI. Completed 6 traffic impact studies totaling over \$1 million for large scale development projects.
- Simultaneously managed multiple Traffic Impact Analysis (TIA) projects.
 - Introduced new methods/techniques that increased accuracy of data and increased time efficiency by 40%.
 - Coordinated with clients/city staff regarding various information needed to create TIA reports.
 - Attended city council hearings and meetings with clients/agencies.
 - Managed intern staff regarding field surveys and graphical analysis.
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SKILLS

- Argus certified.
 - Extensive experience with excel models/pro formas.
 - Negotiations
 - Experience using CoStar.
 - Leadership/Decision making
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ASSOCIATIONS

- ULI; active participant of Young Leaders Partnership Forum.
- BIA; active participant of YGen Forum.
- NAIOP; active participant of Developing Leaders Forum.
- ICSC
- NAIOP/CBRE Toastmasters Club
- IREM