

**Weston P. Doyle, Senior Director, Acquisitions**  
weston@skedevco.com

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## SUMMARY

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Experienced in providing real estate services which include, but are not limited to, the overall due diligence phase, financial feasibility analysis, debt sourcing, asset management and the closing of transactions. Ability to blend a strong finance and accounting background, with an expertise in negotiations, to reach the best possible outcome for all parties. This unique blend of accounting and real estate knowledge ensures the utmost precision in strategic planning, identification, and packaging of all opportunities.

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## PROFESSIONAL EXPERIENCE

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### **SKE DEVELOPMENT COMPANY, LLC - SAN DIEGO, CA**

2009 - Present

#### *Senior Director, Acquisitions*

Responsible for the management and closing of all acquisitions at or above target volume for SKE Development Company. Responsibilities also include the valuation of equity sources and financing for projects as they pertain to the success of the company.

- Broker due diligence performed on over \$65M of assets.
- Responsible for the closing of 10 transactions in a 6 month period.
- Developed multiple financial acquisition models, which tracked economic indices, conditions, and overall real estate transaction activity.
- Maintained a positive cash flow on every property acquired.
- Ensured a cash on cash return of 13% or better on all investment properties.
- Responsible for the negotiation of all leases for income properties.
- Maintained occupancy of 96% or better on all income producing properties.
- Successfully negotiated all acquisitions below 10% of market value.

### **CAPSTONE REALTY GROUP - SAN DIEGO, CA**

2008 - Present

#### *President/Founder*

Founded the company as a driving force to developing relationships with banks and other funding sources for distressed assets and debt. The company focuses on the management and strategic planning for both residential and commercial debt.

- Successfully brokered the transactions for multiple note purchases, including both commercial and residential debt.
- Developed a model for analyzing and tracking the current debt markets as they pertain to overall real estate valuation.
- Performed asset management duties for over \$70M in note portfolios.
- Helped to broker the disposition of various note pools.
- All note pools have yielded a 30% IRR or better.
- Regularly perform broker feasibility analysis on development projects.



**DEVELOPMENT  
COMPANY**

A Full Service Real Estate Company

**SKE DEVELOPMENT COMPANY, LLC - SAN DIEGO, CA**

2007 - 2009

*Senior Director, Acquisitions*

Brought on to spur real estate acquisition business in various markets. Responsibilities included market valuation, real estate due diligence, extensive underwriting, site planning, financial analysis, feasibility reporting, entitlement processes, and title issues. Also performed duties relating to asset management, quarterly reporting, and real estate operations.

- Provided broker opinion of value on multiple residential and commercial properties.
- Developed multiple pro-forma analysis templates to quickly evaluate feasibility of deals.
- Performed asset management duties, including quarterly reporting.
- Maintained system for analyzing cost of funds on all acquisition deals.

**CENTRE CITY DEVELOPMENT CORPORATION - SAN DIEGO, CA**

2006 - 2007

*Real Estate Finance/Development Intern*

Hired to assist in the approval process as it pertained to San Diego developers. Responsibilities included project analysis, highest and best use analysis, parcel tracking, bonding issues, entitlement issues, permitting issues and financial analysis of real estate projects.

- Gained first hand experience in the city's approval process for real estate projects.
- Oversaw \$200M of project applications and the process by which approval was granted.
- Became Argus Certified and blended CCDC's parcel tracking system with Argus software.

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**EDUCATION AND HONORS**

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**UNIVERSITY OF SAN DIEGO**

*Bachelor of Business Administration - Real Estate Option*

December 2007

*Bachelor of Accountancy - Emphasis in Real Estate*

December 2007

- Graduated Magna Cum Laude with a dual degree GPA of 3.9
- 4 time recipient of the Dean's Scholarship for academic excellence
- 4 time recipient of First Honors distinction
- Inducted into the International Real Estate Honorary Society
- Dean's List member
- Member of the Student Athlete Advisory Committee

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**PROFESSIONAL LICENSES, AWARDS, AND MEMBERSHIPS**

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- Licensed CA Real Estate Broker - license # 01851531
- CCIM Institute Candidate - fulfilling portfolio of qualifying experience
- 2007 Hall of Champions Toastmaster Award Winner
- Member of the Commercial Investment Professionals Group
- Member of UPREIT
- Member of the Real Estate Finance Society
- Member of NAR, CAR, NSDCAR

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**OTHER ACTIVITIES**

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- University of San Diego Football Team - Awarded Offensive MVP, Inducted into the San Diego Hall of Champions, 2-time ESPN All American, 2-time ESPN Academic All American
- Was drafted by the NFL following senior season at University of San Diego and played one season with the Tampa Bay Buccaneers.

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