

Derek G. DeHay

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EDUCATION

- 8/96-12/00 **BAYLOR UNIVERSITY** (Waco, Texas)
Bachelor of Business Administration – Finance and Real Estate
- 6/99 – 8/99 **Conversa Linguistic School of Spanish** (Santa Anna, Costa Rica)
Conversational Spanish Study
CCIM Institute – Introduction Course & Financial Analysis for Commercial Investment Real Estate (101)
CCIM Institute – Market Analysis for Commercial Investment Real Estate (102)
CCIM Institute – User Decision Analysis for Commercial Investment Real Estate (103)
CCIM Institute – Investment Analysis for Commercial Real Estate (104)

LICENSES

- Tennessee Contractor’s License BC-A – September 2008**
Texas Real Estate Broker License – June 2004
Texas Real Estate Sales License – March 2001

WORK EXPERIENCE

DeHay Construction Services, LLC (Nashville, TN)

- 12/07 – present, Principle/ Project Manager of single family and multifamily construction projects
- Managed construction of 5 custom homes ranging from 5,200 sq. ft. to 12,600 sq. ft.
 - Served as General Contractor for 2 multifamily exterior renovations valued over \$1.5 million
 - Calculated material orders, negotiated subcontractor pricing and managed daily on-site operations
 - Coordinated job schedules with architects, engineers, subcontractors, building inspectors and owners
- 2/09 – present, DeHay Construction Services, LLC serves as a third party management company for an 60-unit apartment community in Baton Rouge, LA; Responsibilities include community financial reporting to owner, managing on-site staff, negotiating all vendor contracts, and maintaining community occupancy

Highland Square Management, LLC (Jackson, MS)

4/06 – 12/07, Project Manager for multifamily redevelopments

- Project manager for historical downtown redevelopment of a 40 unit apartment building to 24 condominiums
 - Participated in negotiations with City of Jackson and Belhaven Historic Preservation on city requirements regarding historical restrictions, setbacks, parking and easements
 - Communicated renovation expectations to architects and engineers for construction plans and construction budgets
 - Completed all pre-construction city requirements and necessary permits for project
- Project manager for renovation of a 420 unit affordable housing community – project estimated value of \$3,200,000
 - Managed construction crew and subcontractors through all phases of renovation including demolition of dilapidated buildings, road and common area infrastructure repairs, installation of fiber optic cable throughout community, roofing and complete interior makeovers
 - Reported construction progress and costs to owners on weekly basis including actual expenses compared with original construction budgets
 - Communicated with bank on construction loan draws for renovation and facilitated on-site bank inspections
 - Coordinated with Mississippi Home Corporation and Department of Housing and Urban Development on inspections of renovated units for rental programs
 - Managed on-site management personnel and reported property financial performance to owners

Wentwood Capital Advisors, L.P. (Austin, Texas)

1/05 – 3/06, Portfolio Analyst

- Audited a portfolio of 165 low income housing tax credit multifamily properties for a Fortune 500 institutional investor
 - Underwrote the financial status of each asset and the historical returns for each partner, verified partner responsibilities and distributions as stated within limited partnership agreements and other legal documents such as Land Use Restriction Agreements
 - Performed management company performance evaluations

Continued

- Conducted analysis of original development Investment Committee Presentations from syndicator at time of investment compared with actual investment performance
- Forecasted the financial performance of each asset through the tax credit compliance period
- Consulted investors on workout options for distressed projects in the portfolio

D. R. Horton, Inc. (Austin, Texas)

6/03 – 12/04, Project Manager

- Managed subcontractors through single family development infrastructure prior to construction of homes and then the construction management of 42 single family dwellings
- Awarded Highest Customer Service and Best Overall Subdivision in Austin in the 1st & 2nd quarter of 2004
- Awarded for the Highest Production Subdivision in the 3rd & 4th quarter of 2003

Wells Asset Management, Inc. (Dallas, Texas)

1/01 – 6/03, Financial Analyst and Marketing Associate

- Financial analyst on multifamily acquisitions
 - Evaluated investor return expectations in regard to prospecting possible acquisitions
 - Underwrote market variables such as market rents and rental growth for comparable properties, historical vacancy and absorption analysis for property and competing subset, as well as availability of new construction in subject area
 - Created comparisons of actual property expenses to industry standards for comparable properties
 - Formulated hold period and exit strategies with market capitalization rate and sale price per unit/ square foot analysis to achieve desired leveraged and cash returns
 - Performed financial analysis of prospective acquisition properties – highlighting upside potentials (i.e. undervalued rents in comparison to market, low occupancy, over budget expenses, high accounts receivables)
- Marketing associate on over 72 million dollars of multifamily and retail center listings
 - Assembled detailed marketing packages for prospective buyers and investors
 - Created financial models showing actual returns compared with future pro forma expectations at various occupancy percentages, expenses and rental rates
 - Performed research and analysis of the local economic condition of listed properties
 - Handled e-mails and phone calls from brokers regarding listed properties
- Leasing agent for an account of over 130,000 square feet of neighborhood retail centers
 - Managed retail strip centers including vendor contracts, tenant relations, and reported financial status
 - Inherited account at 15% occupancy, executed leases raising the occupancy to 94%
 - Negotiated leases with both national credit and local credit retail and restaurant tenants

SKILLS/ ACTIVITIES

- Extremely Proficient in Microsoft Office (Word, Excel, Outlook, PowerPoint and Publisher)
- Experience in Real Page (apartment management software) and Quickbooks
- Speak basic conversational Spanish
- Member – Covenant Presbyterian Church, Nashville, TN
- BSF – Bible Study Fellowship 2002 – present
- CCIM candidate
- Volunteer for Habitat for Humanity