

# RYAN D. GRIFFIS

8018 Nimrod Trail ♦ Dallas, TX 75238

214.808.0333

rgriffis1113@gmail.com

## PROFILE SUMMARY

Accomplished **Sales & Management** professional with success in diverse industries, including an exemplary track record in Real Estate Development / Oversight; proven leadership candidate who quickly becomes an asset to any organization.

- ◆ Effective communication ability and noteworthy analytical skills; consistently meets deadlines with superior results.
- ◆ Oversaw successful construction of seven projects totaling over \$200 million in student housing developments.
- ◆ Regularly networks with high-level officials; brings strong organizational aptitude; five years tax credit experience.

## LEADERSHIP STRENGTHS

Market Analysis

Client Relations & Negotiations

Strategic Planning

Pro Forma Development

Budgeting & Cost Control

## PROFESSIONAL EXPERIENCE

SHAW INDUSTRIES

**Territory Manager**

Irving, TX

5 / 2009 – 12 / 2009

- Hired in final interview process out of over 16 qualified applicants that all had more relevant sales experience within the industry – some even had more experience within Shaw and desired to relocate to a more lucrative territory.
- Completes daily sales calls on existing clients, taking care of dealers' residential and commercial flooring needs.
- Leads intensive product training classes for retail customer service sales representatives.
- Establishes progressive dealer relationships; capitalizes on opportunities to help them grow their businesses.
- Follows-up by phone and visits dealers to ensure correctness of deliveries and orders; develops sales forecasts.

PLACE PROPERTIES

**Development Manager**

Irving, TX

12 / 2006 – 4 / 2009

- Assumed primary responsibility for developing **over** \$200 million of off campus student housing; involved in every aspect of these projects from selecting markets and vetting sites to securing surveys, geotechnical reports, leading architectural and engineering teams, entitlement, permitting, and coordination with property management and construction teams.
- Secured adjacent neighborhoods' assent (as well as written letters of support) for multiple development deals.
- Developed first sustainable multifamily deal in Fayetteville, AR; honored with ASLA award for Low Impact Design.
- Led Place Properties in number of units developed; rezoned or obtained variances on 8 deals in 2 years.
- Cultivated legitimate relationships with land owners, brokers, universities, neighborhood associations – on several occasions working in towns that had high barriers to entry; delivered numerous presentations to gain support.
- Identified land acquisitions, land contracts, and land entitlements, working with brokers to secure desired **sites**.
- Conducted market analysis, weighing comparable properties and following university trends and housing needs.
- Obtained necessary land development approvals; worked with Construction Management Dept. on budgets / timelines.
- Contributed significant time based on deal expertise touring investors and lenders around multiple sites and markets in order to help secure financing.
- Completed financial modeling, worked with investors on finance assumptions, teamed with management on operating and start-up budgets, and liaised with municipalities to best determine tax rates.
- Led in-house departments (Accounting, Finance, Legal, Research, Construction, and Property Management) and outside (architects, engineers, surveyors, and designers) teams.
- Obtained all necessary documents needed to obtain erosion control, storm water, landscape, and building permits to start construction.
- Worked with property management to establish: unit mix, achievable rent levels, amenity packages, finish-out of units interior and exterior, start-up budgets, and transportation plans.

**PROFESSIONAL EXPERIENCE (continued)**

ERC PROPERTIES

**Barling, AR**

**Development Specialist**

1 / 2002 – 12 / 2006

- Completed similar responsibilities as Place Properties, including the following:
- Submitted tax credit applications for competitive tax credit cycles in numerous states.
- Rezoned or obtained variances on 11 sites in 5 years; awarded tax credits or bonds on 11 deals.
- Assisted struggling and new lease up communities by leasing units, qualifying tax credit applicants, handling outreach marketing in the communities; contributed 3 months away from home, running a community that was without a manager and under a critical new lease up situation.
- Played key role along with construction project manager and site superintendent in construction of 72-unit development.
- Served as project manager / construction manager of 2 duplexes and 3 single family houses, as well as project manager of 400' street with all utilities that served 3 tracts of land on 30 acres in Conway, AR.; obtained all bids, oversaw all construction, and building permits.
- Built relationships with government entities that oversaw tax credit program for each state.
- Oversaw final approval and turnover of buildings from in house construction to management group.
- Served as owner representative, ensuring ERC delivered a quality product approved by the city and the government agencies overseeing dispersements of tax credits.
- Became more directly involved with the management company regarding their ability to better serve their potential market; consulted on leasing and market strategies following construction completion.

**EDUCATION / LICENSURE**

JOHN BROWN UNIVERSITY – Siloam Springs, AR  
**BS, Organizational Management**

REAL ESTATE ASSOCIATION OF ARKANSAS  
**Real Estate License (2003)**

**AFFILIATION**

URBAN LAND INSTITUTE – Dallas, TX  
**Member**

KAUFMAN COUNTY (TX) MUNICIPAL UTILITIES DISTRICT  
**Director**

**REFERENCES**

**Brent Little** – Executive Vice President  
PLACE PROPERTIES (972.868.9181)

**Rod Coleman** – Owner  
ERC PROPERTIES (479.650.4102)

**Hank Broyles** – Owner  
BROYLES DEVELOPMENT (479.283.8150)



## Place Properties

Dallas Office  
Williams Square, Center Tower  
5215 North O'Connor Blvd.  
Suite 200  
Irving, Texas 75039  
972.868.9180

RE : Letter of Recommendation for Ryan Griffis

To whom it may concern,

Ryan Griffis has been employed by Place Properties as a Development Manager for slightly more than 2 years. It is unfortunate that the recent economic climate has reduced our manpower needs significantly to the point where we must release Ryan from our employ.

I mentioned to Ryan that his biggest obstacle when pursuing new opportunities may be to convince prospective employers that he had the primary responsibility for development of over \$200M of off campus student housing in such a short period of time. However, I can assure you this is true. He was involved in every aspect of these projects from selecting markets and vetting sites, to securing geotechnical reports, leading the architectural and engineering teams, entitlement, permitting, and coordination with the property management and construction teams.

Ryan is instantly likeable and can successfully interface with everyone from mayors and city councilmen to brokers and general contractors. In Edmond, Oklahoma, the City was amazed that he was not only able to secure the adjacent neighborhood's assent for our development, but he secured a written letter of support and had them show up at city council to voice their support.

It is safe to say that Ryan has been instrumental in Place Properties' ability to secure its position as the largest privately-held developer of off-campus student housing and #12 spot in Builder magazine's annual ranking of the largest multi-family builders in the US.

Ryan's work ethic is impeccable, spending many days and nights on the road to the benefit of the organization, and his personal integrity is without question. I consider Ryan a fantastic real estate professional and wish him all the best in the future.

Please feel free to contact me with any questions regarding Ryan and his development experience at Place Properties.

Sincerely,

Brent Little  
Executive Vice President  
National Development Partner  
Place Properties