

ANTHONY M. PAI, MRICS

Senior Associate, Research & Analytics



206.508.6826

tony@kinzer.com

AFFILIATIONS/LICENSES

Member, Royal Institute of
Chartered Surveyors

EDUCATION

University of Reading (UK)
Henley Business School
MSc, Real Estate, with Distinction

University of Washington
Foster Business School
BBA, Finance

2018 TO PRESENT

Kinzer Partners, Seattle, Washington

Senior Associate

Performs financial analysis for all real estate transactions; specializing in research and market data, portfolio/asset strategic consulting, business development for tenant and landlord representation and capital markets; and works directly with brokers to manage client relationships and customer accounts.

2016 TO 2017

Evergreen Housing Development Group, Seattle, Washington

Senior Associate

Sourced and underwrote acquisition and development deals throughout U.S. Prepared deal packages and internal portfolio valuations.

2014 TO 2016

Investco Financial Corporation, Seattle, Washington

Financial Analyst

Underwrote commercial real estate for financing of new developments and existing portfolio of assets comprised of multifamily, industrial, retail, and office properties located in WA, NV, and CA. Underwrote over \$485M in total commitments across portfolio. Provided financial asset management functions, including dispositions and portfolio investment/yields analyses. Prepared proformas and debt and equity packages, working directly with capital partners. Produced quarterly financial reporting, real estate schedules, cash flow projections, and prepared property tax analysis and appeals.

2012 TO 2014

Wells Fargo, Seattle, Washington

Analyst, Commercial Real Estate Group

Primary analyst for Wells Fargo Bank's Commercial Real Estate Group - Seattle, having worked on over \$348M in total loan commitments. Underwrote middle-market to institutional grade commercial real estate financing, including land acquisition and development, and construction of office, industrial, multifamily, and residential subdivisions. Underwrote new and existing credit, including risk identification and portfolio reviews.

2011 TO 2012

Duff & Phelps, Seattle, Washington

Analyst, Property Tax

Prepared real and personal property tax appraisals across multiple jurisdictions for Fortune 500 clients.