

**Adrián Rodríguez-Fidalgo**  
**718.974.3030**

Results-driven executive real estate expert in residential, multi-family, construction, and commercial property asset management. Maximizing high-performance personnel recruitment and management, cost estimation, and construction schedule. Effectively created resident retention programs, tangible occupancy, and rent collection gains while balancing operating costs. Key strengths include asset CapEx renovations, commercial lending compliance, escrow management, financial analysis, pro forma, asset repositioning/disposition, marketing, presentation, and negotiation skills.

**EXPERIENCE**

**Altered Perspective Realty, LLC –**

Asset and Property Management & Construction Project Management

Brooklyn NY

November 2016 –

- Asset & Property Management.
- Construction Project Manager.
- Development and Implementation of a Multi-Family and Commercial CapEx Plan.
- Commercial RE—Interior / Exterior and Interior renovations, including window, interior roof, HVAC, electrical, and other major component replacements. Local law 11 compliance.
- Work closely with property owners to re-capitalize assets to maximize equity by refinancing an investment, cash out to acquire new assets, or fund more extensive capital improvement plans.

**NatanMC - Multi-Family / Commercial – 850 units**

Brooklyn NY

October 2011- November 2016

**Director Asset / Property / Construction Project Management / Broker**

Class A to B Properties with street-level commercial retail

- Responsible for day-to-day property operations and staff, emphasizing high-level resident retention and overall property performance.
- Analyze all apartment and commercial leases.
  - Commercial lease escalation review.
- Created Yearly Budgets for all assets while maintaining a monthly variance report.
- Monthly and Quarterly reporting to all property owners.
- Diagnosed and prioritized potential hazards with cost-effective solutions.
- Managed renovations and improvements of vacant apartments
- Established preventative maintenance programs.
- Managed third-party vendors and contractors, daily maintenance, and capital improvements.
- Coordinated and executed funded capital projects to completion and within budget.
- Worked closely with the property's lender to effectively capture Replacement Reserve Escrow requirements.

- Maintained solid fiscal discipline, budgeting, and forecasting compliance with all required city, state, and federal ordinances.
- We have implemented a proactive maintenance program to keep all properties violation-free effectively.
  - Vetted all vendors to facilitate and ensure the highest quality and turnaround for all repairs and capital improvements.
- Maintained compliance with all NYC Rules and Ordinances: HPD, Local Law 11, HUD, and Section 8.
- Affordable housing section 8 HQS and REAC compliance.

**APR Management** (Multi-Family / Commercial – 1,800 apartments – 35 retail & office), Los Angeles, CA

September 2005-May 2011

**Vice President Asset / Property / Construction Project Management**

Tokyo-based Investment Company

(All assets sold, and the company closed - all net proceeds repatriated back to Japan)

- Eight properties throughout California and North Carolina portfolios through maintenance/repairs and capital improvements.
- All available state and local programs initiated Cal Edison and Cal Water Department saving measures.
- Implemented & managed a 750-unit 30-month renovation program.
- Established a resident retention program - offered unit amenities upgrades to all resident renewals (i.e., kitchen appliance upgrades, bathroom remodel, new flooring/carpeting, and AC replacement, as needed), resulting in returns between \$400 to \$850 monthly increase per unit.
- Growth: potential gross rents increased by 45%, resident retention increased by 27%, all lease renewals increased by 6-10%, and portfolio-wide retention increased by 23%.
- Projected Budget: \$25 million.
- We have implemented comprehensive forward-thinking CapEx improvement programs throughout all assets.
- Created and maintained oversight of all assets yearly and monthly/quarterly budget and variance reporting.
- To maintain budgets, we renegotiated all existing vendor contracts, such as those for laundry facilities, landscaping, and other outside vendors.

**American Property Financing, Inc.**, New York, NY

1999-August 2005

**Vice President - Asset Management**

- Managed a \$4.5 billion nationwide portfolio (including LIHTC / 236 / Section 42 properties).
- Initiated Fannie Mae / Freddie Mac asset resolution and loan restructuring; increased values by repositioning properties through management replacement or foreclosure.
- Directed portfolio completion, repair, and replacement of reserve escrow accounts (\$30 million), including FHA Seismic retrofit funding.
- Executed commercial asset management through the review/approval process of all leases and renewals and personally handled monthly property inspections.

- Supervised monthly assessment reporting, cash flow analysis, LTV / DCR evaluation, market conditions, and trends for individual investors, Freddie Mac / Fannie Mae, and conduit lenders.
- Worked closely with property owners and management companies during comprehensive Local Law 11 large-scale repairs and restorations. Typical scope of work: \$500,000.00+ per asset. Inspected ongoing work and met with engineers, contractors, and management to ensure all work was performed per agreement.
- Construction Project Manager on all escrow accounts, site inspections, AIA review, approval, and disbursement.

**Legg Mason Dorman & Wilson, Inc., White Plains, NY**

1994-1998

**Real Estate Analyst**

- Managed a \$1.5 billion multi-family / commercial portfolio throughout NY, PA, VA, DC, and MD.
- Handled Freddie Mac Northeast REO portfolio site visits, inspections, LTV / DCR evaluations, cash flow analysis, and monthly financial reports for Freddie Mac, JPMorgan, and investors.
- Implemented fair and consistent rent collection resolution practices, reducing arrears from 10% to 20% per property.
- As part of life and safety asset management practices, monthly or yearly inspections through Local Law 11 guidelines.
- Completion of Repair Escrow account management, site inspections, AIA review, approval, and disbursement.

**Jerome Belson Associates, NY, NY**

1991-1994

**Rental Manager**

- 2,000 apartments.
  - Four hundred units were 55+.
  - 1,000 Section 236.
  - 600 Mitchell-Lama
- Responsible for maintaining the DHCR applicant waiting list.
- Screened and qualified all applicants.
  - Inspected apartments to ensure they would be delivered on time to approved renters.

**Kraus Mgmt., Long Island City, Queens, NY**

1987 to 1990

**Recertification Specialist.**

- Responsible for 1,250 affordable units.
  - Monthly compliance with all Section 8 annual income verification and rent adjustments.

**Promoted to – Account Specialist.**

- Managed 1,250 affordable unit rental accounts.
  - Attended L&T Court along with attorney as management representative.

## **EDUCATION / TRAINING**

New York University – Tandon School of Engineering, Brooklyn, NY

- Master of Science – Construction Mgmt.
- Construction Site Safety Manager.

New York University, New York, NY

- B.A. Business Management Organization & Behavioral.

New York State Division of Licensing Services

- Real Estate Brokers License

Florida International University

- Certified Apartment Manager (CAM)

New York University, New York, NY

- Registered Apartment Manager (RAM)
- Commercial Property Management (Badge)
- Reading and Interpreting Construction Drawings (Badge)
- Construction Cost Estimating (Badge)

Pace University

- Construction Project Management Certification

OSHA 40 Certified