

Adrián Rodríguez-Fidalgo
718.974.3030

Results-driven executive real estate expert in residential, multi-family, construction, and commercial property asset management.

Key Skillset Strengths

- Asset Management.
 - Business Strategic Planning.
 - Risk management.

- Construction Management.
 - Vendor Management.
 - Scheduling.

- Communication.
 - Negotiation skills.
 - Conflict Resolution.

- Commercial lending compliance.
 - Escrow Mgmt.
 - Financial analysis, pro forma, asset repositioning/disposition.

- Leadership.
 - Team Building.
 - Cross-functional Team

- Stakeholder Relationships.
 - Fiduciary responsibilities.

- Business & Operations.
 - Capital Improvement
 - Added Value Opportunities.
 - Resource Management.
 - Budgeting.

EXPERIENCE

Altered Perspective Realty, LLC –

Asset and Property Management & Construction Project Management

Brooklyn NY

November 2016 – December 2024

- 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 effectively keep all properties violation-free.
 - 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, 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.
- Monthly or yearly inspections are part of life and safety asset management practices.

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