

# MARIA MUZAURIETA

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## EDUCATION

### University of Florida

*Master of Science in Real Estate (MSRE), Hough Graduate School of Business*

**May 2021**  
Gainesville, FL

### University of Michigan

*Bachelor of Arts in Economics, College of Literature, Science, and the Arts*

**May 2020**  
Ann Arbor, MI

## WORK EXPERIENCE

### UpRiver

#### President

**October 2023 – Present**  
Hybrid (Atlanta, GA/ Jacksonville, FL)

- Owner/ operator of personal real estate portfolio and provide asset management consulting services to real estate owners (\$25M AUM).

### Landmark Properties, Inc.

**January 2021 – October 2023**

#### Senior Development Analyst – Build-to-Rent (BTR)

Atlanta, GA

Worked full time for the largest vertically integrated developer of student housing with \$13B in assets under management and \$4.5B in projects under construction (projected stabilized value) at time of employment. Awarded the “Most Valuable Player” of Landmark development (36 members) in December 2022. Promoted from Development Analyst to Senior Development Analyst, with an annual performance review score of 120%.

- Staffed on \$700M+ in development deals in various stages of the development process (initial underwriting through construction and lease-up).
- Modeled and analyzed waterfalls utilizing term sheets from equity partners and lenders. Defend underwriting and assumptions to external parties.
- Provided executives with deal summaries with risks and mitigants, including pass/go recommendations for new development opportunities.
- Prepared entitlement and rezoning timelines for sites under consideration utilizing local zoning codes and third-party consultant feedback.
- Provided feedback on land pricing and timing to land sellers and brokers for new sites under consideration located in target build-to-rent markets.
- Reviewed and provided comments on market surveys, equity and debt packages, pro formas, and other deliverables prepared by analyst team.
- Served as deal-level point of contact for equity partner and lender for a 194-unit (\$64M) build-to-rent deal under construction in Houston.
- Provided external updates and answered emails/ calls from external parties for deals under consideration in the sunbelt markets.
- Read, interpreted, and assisted in preparing legal documents such as lease agreements, LOIs, PSAs, and contracts with third party consultants.
- Sourced, interviewed, and prepared schedules for 20 development interns. Approve timesheets, payroll, & offers. Led the summer intern interview and onboarding process (100+ applicants). Served as the primary point of contact and manager throughout internship.
- Prepared and maintained pro formas by sourcing data driven information such as market conditions on supply, pipeline, rental rates, concessions, absorption, and other indicators.
- Sourced internal historical data on both operating expenses and construction pricing (vertically integrated company).
- Maintained pre-closing due diligence checklists and ensured compliance with post-closing requirements for equity partners and lenders.
- Utilized CRM (Juniper Square) to track investor preferences and communication (emails and notes from calls).
- Created investment memoranda to raise equity and debt. Created template build-to-rent equity and debt packages for team’s use.
- Coordinated with third party consultants to solicit proposals, negotiate terms, and receive deliverables on time and under budget. Materials included surveys, title commitments, utility will-serve letters, entitlement memos, architectural plans, site plans, environmental reports, civil engineering plans, and tax reports.
- Created pre-development budgets for executive approval. Monitored and approved spending during pre-development and construction.
- Provided the executive team with weekly updates on key contract dates and deadlines for projects under contract (~30 development projects).

### University of Florida Bergstrom Real Estate Center

**October 2020- December 2020**

#### Real Estate Research Analyst

Gainesville, FL

Worked part-time (8hr/wk.) to support the applied research team at University of Florida to provide real estate executives with data driven research.

- Utilized Excel to perform a ratio study of assessed value to market value in Duval County. Interviewed tax assessors to inform research.
- Created heat maps using ArcGIS Business Analyst and STDB to show demographics by area.
- Aggregated and sorted data from CBRE Econometric Advisors, NCREIF, Real Capital Analytics, and Moody’s Analytics.

### Allen Land Group, Inc.

**May 2019-August 2019**

#### Development Intern

Jacksonville, FL

Interned for a land brokerage and development company that provides consulting services to purchasers and sellers of raw land parcels in Florida and Georgia. Performed financial underwriting and analysis to support acquisitions and development decisions.

- Underwrote a \$10M multifamily project under consideration for a 96-unit condominium development in Jacksonville, FL. Recommended selling the parcels based on analysis, assisting in the company’s decision to sell the parcels rather than develop.
- Analyzed returns, ground lease terms, and hazardous waste history for land under multifamily development consideration.

## LEADERSHIP & INVOLVEMENT

### University of Florida Women’s Real Estate Society

**August 2020 – May 2021**

#### Founder and Co-President

Gainesville, FL

Founded the first real estate club for women at UF. Served as liaison between women in the Master’s program and industry professionals.

## SKILLS & INTERESTS

**Languages:** Fluent in Spanish and English. Basic fluency in Chinese & French. Reading fluency in Portuguese.

**Technical Skills:** Excel, PowerPoint, Smartsheet, Juniper Square, ArcGIS Business Analyst, CoStar, Argus, STDB, Bloomberg

**Skills:** Market analysis, financial modeling, waterfalls, due diligence, investor relations, project management, leadership

**Interests:** Running, competitive amateur boxing, landscaping, rental properties, event planning, foreign and domestic travel (Cuba, Spain, China)