

# Andrew Witkowski

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Experience acquiring, building, or consulting on over 12,000 multi-family units and land exceeding a total \$4.2 billion of assets. Investing experience includes corporate, pension / fund, and private investing and asset management. Driven negotiator who applies meticulous mindset to contracts, joint ventures, partnership agreements, and financing. Demonstrates dynamic communication and management skills that produce maximum efficiency and profitability.

**Equity Investments | Acquisitions | Dispositions | Due Diligence | Joint Ventures | Portfolio Management | Asset Management | Negotiation | Structuring | Operations | Underwriting | Investment Strategy (Macro / Micro) | Investment Committee Advisory & Decision Making**

## Professional Experience

**SUMMER STREET ADVISORS, Westport, CT** **2021– Present**

*Commercial Real Estate Advisory that utilizes a credit-based, rigorous analytic approach combined with comprehensive expertise and critical thinking to help real estate investors structure deals and manage assets. Since 2009, Summer Street has been a key strategic partner in commercial real estate transactions totaling over \$100 billion.*

### Consulting Real Estate Expert

Provide expert 3<sup>rd</sup> party advice and recommendations to institutional investors and lenders involved in the purchase, refinance, or development of property.

- Participate in the acquisition or loan approval by underwriting, inspecting, valuating, or completing investment theses for various lending funds, banks or non-traditional lenders and their investment committees on over 6,100 multi-family units totaling \$1.02 billion.
- Consulted on additional transactions including 14,094 self-storage units, 3.05 million square feet of office and 3 new construction hotel projects. Total additional valuation of \$2.2 billion.

**TACHYON CAPITAL, New York, NY** **2020 – December 2023**

*Boutique investment firm focused on the acquisition, development and asset management of multifamily apartments based on conservative underwriting and execution of a comprehensive management program. (Firm closed Q4 2023)*

### Co-Founder and Managing Principal

Execute and supervise private equity investor multi-family real estate acquisitions and asset management. Build divisional processes, internal company-wide operations, and hire new team members to scale. Manage capital structure, determine advantageous mix of debt, equity, and internal financing to produce superior risk adjusted returns.

- Completed 7 multi-family acquisitions totaling more than \$150 million. Created value-add programs, hired 3<sup>rd</sup> party management, and oversaw the asset management of the portfolio that totals over 700 units.

**SUMITOMO CORPORATION OF AMERICAS, REAL ESTATE UNIT, New York, NY** **2014 - 2019**

*Fortune Global 500 employs 65K to manage portfolio of commodities, industrial and consumer products. SCOA Real Estate Group holdings include over 2.5M sf of office space, 3K units of apartments, and 3K-acre master-planned community.*

### Director of Residential Real Estate Group

Primary responsibility for planning, budgeting, implementing, managing, and controlling all financial activities of the residential real estate division. Responsible hiring and coaching internal staff, supervising a network of experts and consultants to maximizing profit of existing nation-wide portfolio. Directed growing residential and mixed-use real estate portfolio through limited partnership joint-venture equity investments with leading national developers. The annual investment budget exceeded \$50 Million of equity to place. Participated in the deal structuring and repositioning of the acquisition of three high-rise office buildings totaling over 1.5 million square feet. Total multifamily transactions completed more than \$465 million.

- Sourced, negotiated, and managed joint venture LP investments with the largest U.S. developers to annually place \$200 Million of equity in the development and construction of apartment and mixed-use complexes. Negotiated to achieve Guaranteed Maximum Price contracts while minimizing project costs and fees. Routinely returned 20%+ IRR, 7% yield on cost, and 2x equity multiples.
- Headed all asset management efforts for a 2,000-unit portfolio of merchant-build, new construction apartments, and a 3,000-acre master planned community.
- Created national single-family home for rent platform focused on development of new purpose-built single-family home rental communities.
- Designed a new master-planned community strategy, locating suitable parcels of land. Devised segmentation program targeting specific opportunities to maximize consumer appeal and choice.
- Managed \$2,725,000 annual operating and expense budget covering all salary, bonus, insurance, travel, office space and equipment leasing for the entire international division staff of 11 employees.

**GRANATA REALTY ADVISORS**, Morristown, NJ

2008 - 2014

*Real estate investment and management firm purchasing, rehabilitating, and managing investment real estate nationwide.***Director of Acquisitions, Co-Founder**

Sourced, underwrote, and coordinated due diligence, overall transaction support, and negotiated purchase and sale agreements on all projects. Created start-up, 5-year business plans, projections, and presentations.

- Created plan to invest in stable “B” quality assets in secondary markets that had proven minimum 8% cash-on-cash levered returns that provided investors with safe cash flowing assets that outpaced market competitors. The plan resulted in 5 transactions totaling 943 units, for a total capitalization of \$45.2 million.
- In one value-add transaction, sourced an off-market, 177-unit apartment complex in suburban Dayton, OH, achieving signed contract to purchase property directly from owner via deed-in-lieu of foreclosure at significant discount to replacement cost.

**TGM ASSOCIATES LP**, New York, NY

2005 - 2008

*SEC registered pension fund / investment advisory firm focused on acquiring, managing, and selling 132 multifamily communities throughout 28 states with aggregate purchase prices more than \$2.7B***Associate Acquisition Officer**

Collaborated with Senior Acquisition Officers and Investment Committees in the development of investment strategies and identification of target markets to pitch new concept of market analysis that added focus on emerging trends in development and settlement patterns. Directly involved in the acquisition of more than 2,300 multi-family units, totaling \$400 million.

- Led acquisition of record-breaking \$74.5M Village at Merritt Park, a 360-unit complex in Fishkill, NY.
- Sourced and acquired \$45M, 340-garden-unit Polo Run Apartments in Yardley, PA.
- Managed acquisition of \$36.4M, 150-unit Halstead Apartments, in Goshen, PA. Implementing strategic unit upgrades that boosted rental income 12.5%.

**Additional Experience**

**GFI CAPITAL RESOURCES GROUP, New York, NY, Senior Acquisition Officer** - *Sourced and closed portfolio transactions of off-market distressed properties and loans during the financial crisis.*

**KTR-NEWMARK, LLC, New York, NY, Commercial Real Estate Valuation and Underwriter**

**HEYER, GRUEL & ASSOCIATES, P.C., New Brunswick, NJ, Professional Urban and Regional Planner**

**MEDINA CONSULTANTS, P.C., Hackettstown, NJ, Professional Urban and Regional Planner**

**MORRIS COUNTY PLANNING BOARD, Morristown, NJ, Senior Community Planning Aide**

**Education**

- **Bachelor of Science (BS)**, Geography, Salisbury State University, Salisbury, MD
- **Advanced Professional Certificate- Real Estate Finance**, New York University, New York, NY
  - President’s Scholarship Recipient
- **Master of City and Regional Planning (MCRP)**, Rutgers University, New Brunswick, NJ