

# Louis A. Pfaff, MS

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## Education

**University of Florida, Warrington College of Business, Gainesville, FL June 2003**  
Master of Science - Real Estate

**University of Florida, Warrington College of Business, Gainesville, FL August 2000**  
Bachelor of Science in Business Administration - Finance

## Experience

**President, Synergy Real Estate Naples, FL (1/05 – Present)**

- Actively engaged in the marketing, management, and supervision of a growing residential portfolio located in Southwest Florida market as well as maintain both owner and vendor relationships
- Responsible for human resource education, staffing, training, and evaluation
- Successfully created, implemented and augment the Company marketing plan as well as expansion analysis

**President, Magnolia Apartments, LLC Naples, FL (10/05 – Present)**

- Responsible for the successful acquisition of a 52 unit apartment complex located in Cartersville, GA – including but not limited to contract negotiation, appraisal and survey review, operating statements analysis, property zoning and code review, the formulation of Company organizational documents, and a thorough market study analysis
- Successful day to day management of the annual operating budget of the property (exceeding \$360,000) as well as management several employees

**Commercial Real Estate Appraiser, Integra Realty Resources Naples, FL (6/03 – 12/04)**

- Appraised various types of commercial real estate including but not limited to apartments, hotels, land, restaurants, office buildings, retail strip centers, bank branches, residential sub-divisions, airplane hangers, medical offices, and office condominiums
- Successfully worked with various bank officers, REIT senior officers, mortgage brokers, Investment firms, and local business leaders

**Senior Production Analyst, LJ Melody & Company, A CB Richard Ellis Company Orlando, FL (11/01 – 4/02)**

- As lead analyst, I personally underwrote numerous apartment complexes and aided in the underwriting of countless multi-family loans, all in compliance with Fannie Mae and Freddie Mac guidelines
- Range of responsibility included review of borrower financial capacity and past loan performance, appraisal, survey, property operating statements, engineering/environmental reports, property zoning, code, organizational documents, and market studies
- Utilized personal and networking skills to forge business relationships with appraisers, engineers, insurance review personnel and clients, maintained deal momentum, ensured that the loans will close on or before the target date, and solved any problems that occurred in the underwriting process

**Real Estate Officer, Bank of America Commercial Real Estate Banking Group Winter Park, FL (8/00 – 11/01)**

- Personally managed a loan portfolio valued in excess of \$15MM
- Underwrote potential multi-family, office, condo, land, and hotel loans
- Regularly tracked and spread company and borrower financial statements, operating statements, and tax returns
- Reviewed commercial real estate appraisals and loan requests
- Actively assisted the Senior Vice President in managing the multi-family/office portfolio valued over \$200MM

**Intern, Wilson Miller Real Estate Engineering Corporation Naples, FL (Fall 1998)**

**Intern, Marketing Department University of Florida MBA Programs Office Gainesville, FL (6/99-8/00)**

## Honors and Affiliations

- Florida Licensed Real Estate Broker and Realtor
- 1999 Florida State Academic Team
- Delta Sigma Pi Professional Business Fraternity/ Phi Theta Kappa International Honor Society
- University of Florida Hockey Team, 1999-2000 SEC Champions

## Computer Skills

- Rent Manager, Argus, GIS, Excel, Fannie Mae Streamline Software, Microsoft Binder, File Maker, Word, PowerPoint, Access, & Outlook, Real Works, Market Point