

DAVID KHUKHASHVILI

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PROFILE

Commercial real estate professional with diverse core competencies, a proven performance track with accolades, and experience in institutional investment sales and advisory, capital markets, acquisitions, asset management, and investment research.

EXPERIENCE

ARIEL PROPERTY ADVISORS, LLC

New York, NY

A highly specialized commercial real estate advisory firm structured as a boutique investment bank with three separate divisions for investment sales, capital markets, and investment research.

Associate Director
Associate

October 2018 – May 2021
March 2016 – October 2018

- Executed transactions with an aggregate value exceeding \$170 million across multifamily, mixed-use, development, office, and industrial asset classes
- Managed and coordinated all transactional activity and client reporting for exclusive institutional and private-client assignments
- Drafted and created framework for comprehensive institutional-quality pitchbooks and offering memoranda clearly synthesizing asset fundamentals, value drivers, and market research
- Authored industry-renowned periodical research reports and conducted reviews of the inherent content with executive partners and the investment research division

ERETZ GROUP, LLC

New York, NY

A privately held commercial real estate investment and development firm with a 750,000-square-foot Manhattan office portfolio and a 100,000-buildable-square-foot development pipeline.

Associate

August 2015 – March 2016

- Implemented asset management policies and procedures for a Class A/B office portfolio aimed at streamlining tenant improvements (TIs) and achieving optimal portfolio-wide operating efficiency
- Sourced prospective acquisition opportunities utilizing extensive industry relationships and managed due diligence
- Coordinated prospective refinancing activity for flagship assets via direct lending relationships

ARBOR REALTY TRUST, INC.

New York, NY / Uniondale, NY

A publicly traded nationwide real estate investment trust that invests in a portfolio of structured finance assets in the multifamily and commercial sectors, primarily consisting of bridge and mezzanine debt as well as preferred and direct equity investments.

Analyst, Asset Management
Junior Analyst, Asset Management

February 2015 – August 2015
May 2013 – February 2015

- Provided key analytical support in loan securitization projects that resulted in the successful placement of multiple CLOs with an aggregate value of approximately \$675 million
- Administered and managed capital reserve draw requisitions pertaining to construction, renovation, deferred maintenance, and related project-specific reserves while implementing a streamlined funding process exceeding industry standard
- Analyzed and abstracted investment and credit memoranda, appraisals, PCAs, ESAs, and legal documents to draft detailed asset management reports, CDO/CLO investor newsletters, and rating agency correspondence

EDUCATION

COLUMBIA UNIVERSITY

NEW YORK, NY

M.S., Real Estate Development (MSRED)

May 2022 (Expected)

HUNTER COLLEGE, THE CITY UNIVERSITY OF NEW YORK

NEW YORK, NY

B.A., Economics

May 2013

AWARDS

COMMERCIAL PROPERTY EXECUTIVE, Distinguished Achievement Award – Rising Star, Silver

2020

NEW YORK REAL ESTATE JOURNAL, Ones to Watch

2019

SKILLS

Software: Microsoft Office Suite (Excel, PowerPoint, Word), REIS, CoStar, Salesforce

Languages: Georgian (Fluent), Hebrew (Proficient), Russian (Proficient)