

Ellen K. Hayes

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EXPERIENCE:

Realogic Analytics, Inc. Manager

Chicago, IL
June 2008 – Present

Manager of Training Services, General Responsibilities:

- Conduct majority of training seminars for client organizations, universities partners and recurring public classes at Realogic.
- Manage existing client relationships for training engagements and establish ongoing relationships with university partners.
- Coordinate new software classes and create training materials; update existing content per client request.
- Develop marketing materials for training department, lead marketing efforts and create attendee tracking procedures.
- Provide ongoing technical support to clients, training attendees, and university students through emails and follow up calls.
- *Software Courses include: Argus Enterprise; Argus Valuation DCF; Excel Financial Modeling for Commercial Real Estate*

Manager, Diligence/Strategic Planning & Analysis Experience:

- Develop Argus DCF models for self-managed REIT totaling +\$1.6BB on +8.8MM square feet of Class-A Office assets.
Key Contribution: Develop data conversion process to allow for expedited analysis of time sensitive portfolio level market data and specific tenant level assumptions. Final models used by client during debt recapitalization process.
- Manage commercial project team for large-scale valuation of a non-public REIT, primarily focused on retail assets.
Key Contribution: Managed team to create, update, and review over 200 ARGUS models and asset summary reports (ASRs). Identify and incorporate market data into the analysis, including relevant comparable data using CoStar, REIS, and LoopNet. Facilitate conversations with ownership and property management to substantiate values.

Roosevelt University

Chicago, IL

Instructor of Professional Development Technology I & II Courses

January 2010 – Present

- Conduct two eight-week seminars for Roosevelt Real Estate MBA & MSRE students during fall and spring semesters.
- Scope of tasks include:
 - Develop curriculum, course syllabus and class materials; schedule classes and provide student outreach.
 - Track weekly student attendance, classroom participation, homework assignments and final projects.
 - Schedule guest speakers to provide industry insight, provide market research overview, and assist student needs.
 - Assist Harold Eisenberg Midwest Real Estate Challenge participants.

Realogic Analytics, Inc.

Chicago, IL

Senior Analyst & Financial Analyst

August 1999 – May 2008

- Analyzed DCF models, performed large-scale portfolio updates, and assisted with acquisition/disposition projects.
- Tasks included but were not limited to:
 - Comprehensive reconciliation of recovery mechanics to accounting system reports, lease abstracts and DCF models.
 - Reviewed financial aspects of commercial leases to assess risk associated with options and future capital obligations.
 - Compiled due diligence summarizing key discrepancies between broker models, lease abstracts and seller financials.
 - Conducted site-inspections on various commercial asset types. Tasks included researching market conditions and leading discussion with property management to properly complete asset questionnaires.

SOFTWARE:

ARGUS Enterprise; ARGUS Valuation DCF; ARGUS Asset Management; Salesforce.com; Asana Project Management; CoStar and REIS analytics software; Microsoft Office Suite including Advanced Excel Valuation and Financial Modeling Skills

EDUCATION:

University of Illinois at Urbana-Champaign
Bachelor of Arts in Finance

Urbana, IL
May 1999

BOARD MEMBERSHIPS:

VP of Technology, Real Estate Finance Forum (REFF); Gala Task Force, The Goldie Initiative, Goldie Miller scholarship fund

ORGANIZATIONS:

Honorary Member of Rho Epsilon, UIUC Real Estate organization; Participant, Harold E. Eisenberg Real Estate organization