**KARL H. TRIESCHMAN**

617-947-1644 (mobile)| karl.trieschman@gmail.com

www.linkedin.com/in/karltrieschman

Real estate executive with interdisciplinary experience of an investor, lender and developer. Track record includes origination, development, asset and relationship management for institutional and private investors. Investment in and development of complex projects, portfolios, and operating companies across multiple asset classes in the US, Europe and Latin America.

**PROFESSIONAL EXPERIENCE**

**Barretts Mill Real Estate Partners/KHT Realty Advisors** – **Founder, Partner** 2017 - present Origination, diligence, underwriting services for commercial real estate owners, investors, and developers. • Performed Hold/Sell analysis, negotiated and closed sale of 75 First Street, Cambridge, MA. Represented Seller in disposition of retail asset to multi-family developer.

• Underwrote and diligenced acquisition/renovation strategies for 6 commercial office buildings. • Sourced approved equity commitments from institutional investors (totaling over $50 Million).

**NV Residential LLC – Founder/Managing Principal**, Boston MA 2018 - 2022 Sourced, underwrote, structured and syndicated equity investments in residential rental and for-sale projects for Boston Based private real estate company. Projects included:

• Beverly Crossing Portfolio, Winning Farm, The Mave, College Hill

**AIG Investments – AIG Global Real Estate**

***Managing Director***, New York, NY 2013 - 2016 Originated, underwrote, and supervised development and asset management for projects in New England, Texas, the Midwest and Mountain states (Boston, Dallas, Denver, Minneapolis, Phoenix, St. Louis). • Closed 19 joint-venture investments with total project capitalization costs of $1.3 Billion, investing $425

Million of institutional equity. Multi-family development, related retail, and commercial office acquisition and renovation. Projects included:

o 6 Podium/Highrise projects, totaling 2,106 units, in MA, MN, MO, TX

o 2 Wrap projects, totaling 623 units, in MA, CO

o 8 Garden projects, totaling 2,636 units, in AZ, CO, MA, TX

o 1 Office Acquisition/Value-Add Renovation project, 413,000 NRSF, in MA

• Established 10 new joint venture relationships; conducted repeat business with six of them.

***Senior Restructuring and Workout Advisor***, New York, NY 2009 - 2012 Workout, restructuring and disposition of AIG legacy real estate assets during US Government stewardship. • Transactional work included defaulted mezzanine debt sale; restructure and disposition of failed condo

development; renegotiation and buyout of asset management contracts; disposition of fee and ground lease interests under a failed super-regional mall (post CMBS default and foreclosure). • Repositioned and sold a 325,000 NRSF Class A office tower in San Juan, PR after diesel oil spill. Renovated lobby, garage, and plaza. Negotiated nine leases totaling over 150,000 NRSF. • Revamped, revised phasing, and recapitalized master plan for Stowe Mountain Resort, Stowe, VT. • Member Board of Directors (*Aufsichtsrat*) – AIRE, GmbH & KGaA, www.aire-kgaa.eu. Executive, fiduciary oversight during de-listing of publicly traded German REIT.

**Archstone** (Formerly Archstone-Smith; Tishman-Speyer/Lehman Brothers LBO) 2005 - 2008 ***Group Vice President,*** Boston, MA

Managed Boston regional office, leading one of the firm’s most active and valuable development portfolios.

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**Archstone** (Cont’d) 2005 - 2008 • Completed permitting, design and delivery of 1,300 new rental apartments, including: o *Archstone Boston Common* – a 420-unit, 28-story high rise, with a 471-space garage o *Archstone North Point* – a 426-unit, 22-story high rise, with a 434-space garage o *Archstone Avenir* – a 241-unit, 10-story “failed condo development”

o *Archstone Reading* – a 204-unit, six-building, garden style “40B” apartment community • Established market-leading position in downtown, urban luxury apartment developments • Built relationships with permitting authorities in Boston, Cambridge, and the MBTA

**AIG Investments – AIG Global Real Estate**

***Vice President, Portfolio Manager Latin America***, New York, NY 2002 - 2005 Underwrote, negotiated, and closed all transactions for a $500 Million foreign investment portfolio. Drafted investment strategies and two Fund private placement memorandums.

• Managed, negotiated and closed sale of Mexico’s largest owner/operator of industrial real estate (FINSA – 10 Million SF in seven markets). Sold to GE Capital in largest LatAm, cross-border deal – 2005 • Originated, managed a $32 Million investment in resort development in Los Cabos, BCS, Mexico • Negotiated, closed a $40 Million programatic JV for urban infill and resort residential development

***Regional Vice President, Latin America***, Buenos Aires, Argentina 1999 - 2001 Managed equity investments in Argentina, Brazil and Chile. Oversaw construction, leasing, and dispositions in three countries and two languages. (265 properties, over $160 Million of equity).

**GE Capital Real Estate** 1998 - 1999 ***Director, Business Development***, Buenos Aires, Argentina

Drove mortgage origination efforts for Southern Cone. Designed local lending program, coordinating legal, tax and accounting review. Presented business plan to CIO and Senior Credit Officer for approval.

**BankBoston, NA** 1990 - 1997 ***Director, International Commercial Real Estate Finance***, Buenos Aires, Argentina Sourced, underwrote and closed debt for office, retail, industrial and residential transactions. Developed Spanish-language legal documentation and collateral controls. Hired and trained local personnel in Argentina, Uruguay and Brazil. Relocated, learned, and conducted all business in Spanish.

***Vice President, Commercial Real Estate***, Boston, MA

Originated and managed $200 Million portfolio of mid-market office, retail, residential and hotel loans (build-to-suits, borrowing-base, and senior-subordinated structures for new and non-performing assets).

***Instructor, Credit and Capital Markets Training Program***, Boston, MA

Taught credit risk, cash flow analysis, projections, valuation, and structuring to new and mid-level bankers.

**Congress Group Ventures**, Cambridge, MA 1989 - 1990 ***Assistant Project Manager, Museum Towers*** – a 600,000 SF mixed-use, waterfront development

**Chase Manhattan Bank, NA**, New York, NY (Credit Training Program) 1983 - 1988 *Commercial Real Estate Department* – Midtown Manhattan team

*International Credit Audit* - Performed team-based loan portfolio audits in Asia, Europe, South America.

**EDUCATION**

Williams College, Williamstown, MA. BA, German Literature