

**NICHOLAS (NICK) STEFANONI**  
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**EDUCATION**

2025 – Present	<b>KELLOGG SCHOOL OF MANAGEMENT   NORTHWESTERN UNIVERSITY</b> <i>Candidate for Master of Business Administration degree, June 2027</i> <ul style="list-style-type: none"><li>• Major: Finance, Real Estate, and Managing Organizations</li><li>• Awards: Recipient of merit-based Kellogg Scholarship</li><li>• Activities: Kellogg Real Estate Club Director of Academics, 1<sup>st</sup> place (1 of 19 teams) at 2025 UT Austin National Real Estate Case Challenge; Kellogg Mentors 7<sup>th</sup> Grade Classroom Lead at Holy Angels School Chicago</li></ul>	Evanston, IL
2017 – 2021	<b>UNIVERSITY OF SOUTHERN CALIFORNIA</b> <i>Bachelor of Science</i> <ul style="list-style-type: none"><li>• Major: Real Estate Development; GPA: 3.89 (Magna Cum Laude); Dean's List</li><li>• Leadership Positions: USC Sailing Team Captain and A-Division Skipper; Zeta Beta Tau Fraternity Risk Manager</li><li>• Internships: RCLCO Real Estate Consulting (Summer 2020, Full-Time Intern 2020-2021 during senior year)</li></ul>	Los Angeles, CA

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**EXPERIENCE**

2021 – 2025	<b>RCLCO REAL ESTATE CONSULTING</b> <i>National real estate consulting firm with 100+ employees, 55+ years in business, touching \$5B+ of real estate annually</i> <b>Real Estate Economics Senior Associate, January 2023 – July 2025</b> <ul style="list-style-type: none"><li>• Achieved fastest promotion to Senior Associate in firm history</li><li>• Managed 4-6 concurrent engagements; guided junior team, served as client contact, and ensured timely delivery of market feasibility, highest-and-best-use, and financial modeling recommendations</li><li>• Modeled \$149M NPV in excess real estate cash flow to fund Hawaii's New Aloha Stadium, supporting approval of developer partnership; advised on development strategy, built 20-parcel mixed-use model, served on State Financial Evaluation Committee with external public sector investment banking team</li><li>• Underwrote 8,000-unit master-planned community on Oahu for global developer, yielding 22% unlevered IRR for horizontal development, presented results to Americas CEO supporting entitlement advancement</li><li>• Quantified \$1.2B annual economic impact and 5,400 new jobs to inform State funding capacity for Cleveland Browns' relocation to Brook Park; coordinated inputs with Haslam Sports Group and sports investment bank</li><li>• Recommended product mix, pricing, and absorption strategy for 450-acre resort development on Kauai; analyzed condo, SFR, and lot comparables to guide phased delivery and segmentation</li><li>• Built robust model for mixed-use resort development in Mammoth, CA comprising hotel, retail, and branded for-sale residences; evaluated levered IRR, C-PACE and EB-5 financing, and rental program NOI</li><li>• Designed data- and consumer-driven retail strategy for 40,000-student University, identifying 180,000 SF of new retail, calibrated lease structure to achieve target occupancy costs reflecting campus seasonality</li><li>• Authored research on 'Whole Foods Effect' showing 5%+ multifamily rent premium with ground-floor grocer</li><li>• Scaled Templates Team into central firmwide resource leveraged across business lines; created 14 new Excel templates adopted in 80%+ of all projects and with automation powered by VBA/R/Shiny</li><li>• Led six-session financial model training for 20+ junior team members, boosting firmwide modeling proficiency</li></ul> <b>Real Estate Economics Associate, January 2022 – December 2022</b> <ul style="list-style-type: none"><li>• Generated \$1M+ in revenue by building RCLCO's first standardized financial model and residual land value template, adopted firmwide for mixed-use financial modeling and optimization analyses</li><li>• Underwrote 64-acre, \$2.5B mixed-use project comprising residential, office, hotel, casino, and retail; projected 3.6x EM and 17% levered IRR enabled adjacent high-speed rail groundbreaking in Las Vegas</li><li>• Conducted highest-and-best-use analysis for 121-acre golf course in Los Angeles, evaluating zoning constraints and market feasibility across land uses; projected entitled residual land values per acre</li><li>• Founded Templates Team as sole consultant, driving template innovation through team feedback</li></ul> <b>Real Estate Economics Analyst, July 2021 – December 2021</b> <ul style="list-style-type: none"><li>• Analyzed housing market trends for Expert Witness testimony on behalf of SoCalGas in \$400M+ litigation</li></ul>	Los Angeles, CA
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**ADDITIONAL DATA**

- Leadership: Urban Land Institute – Marketing Subcommittee Chair of Technical Assistance Panel (TAP) Committee; served on TAP for LA Veterans Affairs Campus, presented conclusions to VA Leadership
- Activities: St. James Church – Four-year volunteer, Saturday Food Pantry serving 200+ unhoused guests weekly
- Interests: Running (3x marathoner); Historical Fiction (favorites: All the Light We Cannot See, City of Thieves)