**K. DAVID MEIT, CPM®, ARM®, GRI®**

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***PROFESSIONAL EXPERIENCE***

1/18 – present **Principal** Oculus Development & Advisory Services, LLC, Washington, DC

* Offering real estate development and property management advisory services to property investors and developers.
* Sourcing opportunistic boutique multifamily, small retail and mixed-use real estate projects for investment.

4/10 – present **President & CEO, Expert Witness** Oculus Realty, LLC, Washington, DC

* Delivering innovative real estate management of investment property in the Washington, DC metropolitan area.
* Providing expert witness services in property management standard of care and best practices.
* Licensed real estate broker in the District of Columbia, Commonwealth of Virginia and State of Maryland.

5/09 – 4/10 **Senior Vice President, Residential** Vornado/Charles E. Smith (now JBGSmith)**,** Arlington, VA

* Responsible for establishing all aspects of the firm’s multifamily management operations in the Washington, DC metropolitan area.
* Supervised the lease-up of Class A luxury apartment communities 220 Twentieth in Arlington, VA and WestEnd25 in Washington, DC achieving a combined average absorption rate of 18 units per month in challenging economic conditions.
* Oversaw the repositioning of River House, a 1,670 unit Class B apartment community, driving occupancy from 87% to 95% in 90 days, exceeding annual NOI projections by $1 million and launching a $2.4 million renovation program.

3/00 – 5/09 **Executive Vice President** DARO Realty, Inc.**,** Washington, DC

* Responsible to the Board of Directors for the strategic planning and the ongoing operations of a real estate firm that owns and manages multifamily investment property in Washington, DC.
* Managed staff of 50 team members; direct reports included Director of Operations, Director of Accounting & Human Resources and Director of Marketing & Communications; served as the firm’s Principal Real Estate Broker.
* Increased portfolio GPR over 78% and NOI by 54% over eight years adding $27 million in portfolio value notwithstanding a highly rent regulated environment.
* Directed over $12 million in capital improvements including numerous restoration, renovation, modernization and replacement projects.
* Developed firm’s branding program including marketing material, web site and apartment design standards.
* Oversaw the comprehensive rewriting of the firm’s operating procedures including human resources, administration, operations, marketing and leasing, and loss prevention.
* Aggressively increased rents and tightened application qualifications, lowering delinquency to less than .1%, established controlled purchasing program that reduced operating costs by 11%.
* Instituted new accounting procedures including regular budgeting and variance reporting, professional CPA oversight and oversaw implementation of Yardi Voyager property management software.
* Regularly handled insurance claims, legal cases (both civil and L&T), regulatory affairs and labor issues including successfully resolving OSHA and EEOC matters.

10/98 – 1/00 **Property Director** Forest City Residential Management, Inc.**,** North Bethesda, MD

* Responsible for the lease-up of The Grand, an ultra-luxury apartment community in North Bethesda, Maryland.
* Supervised resident services, marketing, maintenance, LIHTC compliance and accounting departments with a total staff of over thirty.
* Created and implemented marketing plan resulting in 7% rent growth and stabilized occupancy in less than twelve months.
* Worked closely with development and construction teams to ensure delivery of superior apartment homes and amenities.
* Developed administrative and operating procedures including implementation of a resident services program unprecedented in the multifamily market.

9/96 – 10/98 **Senior Property Manager** Bozzuto Management Co., Greenbelt, MD

* Responsible for the management of two communities including Silverwood Farm, a LIHTC apartment community in Southern Maryland and Regents Park, a new luxury apartment community in Northern Virginia.
* Successfully trained and motivated employees resulting in the promotion of two Assistant Managers to Property Manager within the portfolio.
* At Regents Park supervised final stages of project lease-up resulting in a 40% increase in physical occupancy in less than six months. Managed post-construction punch-list to ensure quality apartment homes for new residents and increased operating revenue 9% and average net rent 3% within four months of property stabilization. Developed highly profitable corporate housing program.
* At Silverwood Farm developed marketing campaign that grew customer traffic 38% and increased occupancy from 81% to over 95% in less than 6 months. Decreased delinquency to less than .15% of monthly gross potential rent resulting in consistently winning the firm's monthly Brass Knuckle Award for collections. Increased NOI by 12% in 10 months winning the firm's 1997 Greatest Increase in Property Value Award.

***PROFESSIONAL AWARDS***

Institute of Real Estate Management **CPM® of the Year Award**

 **Past President’s Award**

Property Management Association **PMA President’s Award**

 **PMA Vision Award**

 **Property Manager of the Year**

Apartment & Office Building Association **Outstanding Leadership Awards**

 **AACE Award Washington, DC Service Team**, Sedgwick Gardens

 **AACE Award, Virginia Garden New Upscale**, Regent’s Park

Delta Associates **Best Renovation Apartment Community of the Year**, South Cathedral Mansions

 **Best Adaptive Reuse Apartment Community of the Year**, 220 Twentieth Street

 **Mid-Atlantic Property of the Year**, The Grand

***PROFESSIONAL AFFILIATIONS***

**Institute of Real Estate Management** 1994- present

Vice Chairperson, National Finance & Audit Committee, 2017 - present

Chairperson, National Ethics Committee, Ethics Hearing & Discipline Board, 2015 – 2016

President, West Central Maryland Chapter 92, 2012

Chairperson, Region 3 Education Committee, 2010

Member, National Education Committee, 2009

**Property Management Association** 1996 – present

President, 2004

**Apartment & Office Building Association** 2000 – present

Director, Advisory Board of Directors, 2007 – present

Chairperson, DC Tax Working Group, 2007 – 2008

Chairperson, Education Committee, 2005 – 2006

Working Group Member, Rent Control Reform Amendment Act, 2005 – 2006

**National Association of REALTORS®**2002 - present

**Greater Capital Area Association of REALTORS®** 2002 - present

Member, Property Management Advisory Group, 2006 – 2008

**City of Gaithersburg**

Commissioner, Commission on Landlord-Tenant Affairs, 2013 - present

**Friends of Woodley Park** 2017 - present

Treasurer, 2018

**District of Columbia Building Industry Association** 2018 - present

***PROFESSIONAL LICENSES & ACCREDITATIONS***

**Principal Broker** District of Columbia **Broker** Commonwealth of Virginia **Broker** State of Maryland

License No. PB98358820 License No. 0225211150 Registration Certificate No. 525482

**Institute of Real Estate Management**

Certified Property Manager® (CPM®) 2002 – present
Accredited Residential Manager® (ARM®) 1994 – present

**National Association of REALTORS®**

Graduate, REALTOR® Institute, (GRI®) 2002 - present

***EDUCATION***

**Boston University** Boston, MA

Bachelor of Arts, *cum laude,* 1986

**New York University** New York, NY

The Real Estate Institute, courses in property administration and building systems, 1991

**Property Management Association** Bethesda, MD

Fellowship Program, 1998

**The Washington, DC Association of REALTORS®** Washington, DC

Graduate, REALTOR® Institute, 2002

**Urban Land Institute** Washington, DC

Real Estate Development Process: Part I & II, 1998

Reading Construction Documents, Construction Fundamentals for Development Professionals, 2006