

Andrew Posil
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SUMMARY

Andrew Posil is a licensed attorney and real estate broker, and a seasoned commercial real estate professional with twenty years of experience and a strong track record of successful transaction executions. He has held positions at two of the world's largest commercial real estate services firms representing commercial property owners and has also been involved in several startups focusing primarily on site acquisitions. He currently leads his own boutique advisory and investment firm, where he handles assignments spanning development, capital markets, leasing, and direct investment across a range of property types. He is also a principal in a commercial solar development company. Andrew brings a strong academic foundation, including a law degree, a master's in real estate science, and experience as an adjunct instructor supporting graduate-level real estate coursework, and a research assistant editing a real estate law journal. His time as an Army officer and his work as a high school wrestling and lacrosse coach have further strengthened his leadership skills and demonstrated his commitment to service. Throughout his career, Andrew has built an extensive industry network that provides real-time insight into market trends and best practices and serves as an invaluable resource for real estate owners, investors, and occupiers.

PROFESSIONAL EXPERIENCE

Posil & Company Incorporated: Independent commercial real estate company New York, NY
Principal May 2022 – Present

- Summary: A boutique real estate services firm that provides tailored real estate services for select clients with a heavy emphasis on acquiring, developing, and financing hotels, leasing restaurants, and leasing office space.
- Advising corporate real estate clients on leasing and site selection.
- Providing consulting including RFP responses, grant applications, financial modeling, drafting business plans, etc.
- Executing principal investments through GP/LP structures, syndication, and other strategies.

Centennial Generating Company: New York, NY
Principal, Real Estate May 2022 – Present

- Executing national real estate strategy for Centennial Generating Company to source and develop solar and battery storage systems on the grid and behind the meter for a wide range of property owners and corporate clients.
- Sourcing and negotiating approximately fifty leases across the Tri-State and Mid-Atlantic in a three-year period.
- Leading corporate initiatives to grow revenue, identify new business lines, improve processes, mentor employees, enhance efficiency and increase productivity.

Butler Hospitality: Venture backed, lodging focused, restaurant company dissolved in May 2022 New York, NY
Director of Real Estate August 2021 – April 2022

- Sourced, pitched, underwrote, and negotiated F&B leases across a national portfolio of hospitality properties.
- Developed business initiatives to improve systems and processes in a rapidly growing venture backed startup.

JLL: Fortune 200, publicly traded, full service real estate services firm New York, NY
Vice President March 2019 – August 2021

- Real estate broker, working in the capital markets group across all asset classes with a focus on investment sales.
- Represented approximately \$700 million in sale value and over \$8.5 million in gross commissions and fees.

Cushman & Wakefield: Global full service commercial real estate firm New York, NY; Baltimore, MD
Director August 2013 – February 2019

- Commercial real estate broker representing and advising property owners in sales, leasing, and finance.
- Member of Capital Markets Group in Manhattan and Baltimore offices.
- Member of unique hybrid brokerage-advisory team focused on working with institutional owner-occupiers with need to monetize real estate portfolio.
- Executing over \$1 billion total consideration across a diverse range of real estate transactions.

US Army Reserves – Judge Advocate General's Corps Fort Hamilton, NY
Captain May 2013 – June 2022

- Trial Defense Services – Defense Team member, licensed attorney, and qualified US Army Officer.
- Served in multiple Overseas Deployment Training Missions including advising EUCOM as Special Staff Legal Advisor.

Stevenson Ventures: Independent CRE consulting company Hanoi, Vietnam; Atlanta, GA
Real Estate Consultant June 2010 – May 2013

- Developed comprehensive business plan and spearheaded marketing for 700-acre industrial park in Hanoi, Vietnam.

MCB Real Estate: Diversified real estate developer and investment platform

Baltimore, MD

Analyst

May 2007 - May 2010

- Participated in the analysis, acquisition, development, and operation of over \$150 million in commercial property.

Johns Hopkins University, Carey School of Business

Baltimore, MD

Associate Instructor

June 2009 - June 2010

- Teaching assistant for Real Estate Analysis I and II, supervised capstone projects and internship program.

EDUCATION

Emory University School of Law

Atlanta, GA

Juris Doctor

May 2013

- U.S. Army Reserve Officer Training Corps - Guaranteed Reserve Forces Duty Scholarship recipient.
- Summer Associate - General Counsel's office, St. John Knits, Inc. - focused largely on real estate related projects.
- Summer Associate - Albertelli Law - represented lenders and servicers in the residential foreclosure process.
- Research Assistant – "Georgia Real Estate Finance and Foreclosure Law with Forms, 2012-2013 ed." by, Professor Francis Alexander.

Johns Hopkins University, Carey School of Business

Baltimore, MD

Master of Science, Real Estate

May 2007

- Member of NCAA championship men's lacrosse team.

University of North Carolina

Chapel Hill, NC

Bachelor of Arts, Communications Studies

May 2005

- Member of men's lacrosse and wrestling teams.

LICENSES and SKILLS

Licenses: Licensed Attorney in the State of New York; Licensed New York Real Estate Broker; and Licensed Maryland Real Estate Salesperson.

Skills Include: Real Estate Valuation and Analysis; Real Estate Contract Negotiations; Real Estate Leasing; Smith Travel Research; Microsoft Excel Modeling; Argus; and Microsoft Office Applications.