

# Aarie Liebreich

(541) 870-2808 | [aarie.liebreich@gmail.com](mailto:aarie.liebreich@gmail.com) | LinkedIn

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**Seeking:** Full or part time position in a multifamily development or acquisitions role.

## Related Experience Highlights:

- 8+ years in the professional real estate sector
- In-depth knowledge of real estate finance regulations and documentation including transactional, title reports, appraisals, alternative valuations methods, plan reading, and insurance
- Proficient in financial analysis via Excel, Salesforce, Atlassian Suite, Lexis-Nexis, Realtytrac, and public records data sources

## Education:

- University of Washington: MS in Real Estate (2023, anticipated)
- Arizona State University: B.S. Technological Entrepreneurship and Management, Magna Cum Laude
- LEED Green Associate (2022)

## Currently Held Positions:



- **AvalonBay Communities: Graduate Development Intern** (06/2022-09/2022) Underwriting of pre-acquisition sites, rent roll analysis, unit mix right-sizing, and market inventory analysis.



- **Real Estate Club at the University of Washington: President** (01/2022 - Present): Managing leadership team to coordinate events connecting students with the Seattle real estate industry.

## Relevant Work Experience:



### **Mill Creek Residential Trust: Graduate Intern** (02/2022-06/2022)

Wrote and designed investor memorandums, underwrote land for purchase, and built public facing comment collection websites. Attended OAC meetings and completed various projects for the development team.



### **HouseCanary: Director of Relationship Management**, San Francisco, CA - 01/2017 to 09/2021

Advised 70+ fintech businesses, IBuyers, NPL/RPL investors, national/community banks on valuation solutions while negotiating contracts totalling \$3M in recurring annual revenue with consistent 25% y.o.y. growth.

- SaaS real estate analytics tools (APIs and CMAs) for residential valuations and BPO alternatives
- Utilized data analysis to determine valuations of residential homes and markets ripe for growth
- Wrote playbooks and developed product features to drive customer adoption of tools



### **LendingHome: Mortgage Loan Originator**, San Francisco, CA - 08/2015 to 12/2016

Originated hard money mortgage contracts at a high growth startup and assessed lending risk, analyzed residential properties, and denied loans where applicable per credit policy.

- Average mortgage deal size \$215,000, 15 day closes, with 30+ active loans per month
- Analyzed properties using AVMs and CMAs, estimated repair costs and built rehab schedules



### **Zahari Co.: Co-Manager**, Eugene, OR - Ongoing

Co-management of family real estate investment portfolio involved in the purchase, rehabilitation, and rental of 86 doors: 12 houses and 3 mid-sized apartment complexes.

- Full scale underwriting of value-add real estate from offer to stabilization
- Financial management including securing financing and setting rents through market analysis