WILLIAM LAWYER, MBA Candidate

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EDUCATION

GEORGIA INSTITUTE OF TECHNOLOGY, Scheller College of Business Atlanta, GA
Master of Business Administration (MBA) *Expected 2027*

GEORGIA INSTITUTE OF TECHNOLOGY Atlanta, GA
Master of Real Estate Development (MRED) *Completed*
School of Building Construction / College of Design

NEW YORK UNIVERSITY New York, NY
Bachelor of Science, Real Estate Investment & Finance *Completed*
NYU Schack Institute of Real Estate Program

EXPERIENCE

SIRE3D Southeast Region
A 3D construction printing and PropTech firm focused on multifamily, affordable housing, commercial, and single-tenant retail projects.

Director, Business Development, Southeast *2025–Present*

- Launched go-to-market strategy for 3D concrete printers and printing services targeting developers and institutional owners in commercial, multifamily, and retail sectors
- Originated development opportunities for 3D-printed construction, creating strategic partnerships with GCs, architects, and municipal stakeholders
- Developed financial narratives demonstrating 30-40% cost savings and accelerated timelines, securing pilot projects and early-stage partnerships

BERKSHIRE HATHAWAY HOMESERVICES East Cobb, GA / New York, NY
Commercial Real Estate Specialist *January 2026–Present*

- Underwrite and analyze property transactions, preparing acquisition/disposition models with cash flow analyses, IRR projections, and sensitivity analyses
- Conduct due diligence and market research to benchmark performance, identify trends, and inform pricing strategies for competitive positioning
- Evaluate tenant credit profiles and financial statements, supporting underwriting accuracy and risk management

SPERRY REAL ESTATE CAPITAL LLC Multiple Locations
Managing Director *2025–2026*

- Provided executive leadership for capital markets origination, overseeing debt and equity placement across construction, bridge, and permanent financings
- Directed team of originators and analysts, setting production targets and ensuring institutional-quality execution across multifamily, retail, office, and mixed-use deals
- Served as senior relationship manager to institutional investors and lending partners, driving $250M+ in annual transaction volume
- Shaped capital stack strategies and established risk/compliance frameworks aligned with regulatory standards

Director *2024–2025*

- Led origination team in deal sourcing, structuring, and execution while cultivating key client relationships to drive revenue growth
- Oversaw pricing and risk assessment of complex transactions, aligning structures with market conditions and ensuring regulatory compliance
- Represented firm at industry events, enhancing brand visibility and generating high-value business leads

Originator *2021–2023*

- Originated and closed $500M+ in CRE debt and equity transactions ($10M–$100M per deal) across multifamily, retail, office, industrial, hospitality, and ground-up construction
- Delivered capital markets solutions including bridge loans, construction loans, JV equity, mezzanine debt, preferred equity, permanent loans, and Agency financing
- Conducted financial analysis and modeling, preparing investment summaries for senior leadership while maintaining robust pipeline through relationship-building

ADDITIONAL INFORMATION

Skills: Advanced Excel, Argus, CoStar, RealNex, Financial Modeling (DCF, IRR, Sensitivity Analysis), Underwriting, Microsoft Project

Certifications: Novogradac Property Compliance Certification (NPCC), CFI AI for Finance Specialization, Real Estate Sales License (NY & GA)

Affiliations: National Association of Realtors (NAR), International Council of Shopping Centers (ICSC), Urban Land Institute (ULI), Atlanta Commercial Board of Realtors (ACBR), Georgia Association of Realtors (GAR) – Commercial & Forms Committees, NY Real Estate Board of Realtors