



# ALEX MEDEIROS

BUSINESS DEVELOPMENT DIRECTOR

## CURRENT ROLES AND RESPONSIBILITIES

### BEACON DEVELOPMENT GROUP (2019-Present)

#### Business Development Director

Alex currently leads the Middle Market housing initiative of Beacon Development Group's parent company, HumanGood, to create housing for people that earn 60-120% of area median income. In his role, he is responsible for strategic planning, capital formation and execution of the business. Additionally, Alex assists with Beacon Development Group's third-party consulting practice as a Project Manager on select projects.

## PAST PROFESSIONAL EXPERIENCE

### CBRE Affordable Housing (2014-2019)

#### Vice President

Alex provided national transaction services for Section 42 LIHTC and Section 8/HUD assets, as well as general partnership interests on behalf of developers, equity partners and limited partners. Additionally, Alex worked closely with the CBRE Capital Markets team to help facilitate the use of Fannie Mae, Freddie Mac and HUD affordable debt products for refinances and acquisitions. During his 5 years with CBRE, Alex participated in approximately 155 transactions totaling \$2.1B

### RRG (2012-2014)

#### Analyst

In his role, Alex audited office, retail and industrial leased locations nationally on behalf of Fortune 500 companies, including Wells Fargo, Cisco and TD Bank. Through the review of accounting information related to client leased real estate. Alex identified areas where tenants were overcharged, he presented the findings and negotiated the recovery of client funds.

### Mc Quaid Commercial Real Estate Broker (2009-2011)

#### Broker

Alex analyzed, procured, marketed and closed market rate multifamily transactions in urban Seattle.

### CBRE – Microsoft Account (2008-2009)

#### Lease Analyst

Alex worked on-site of the client organization (Microsoft) helping to manage the administration of a 100 leased location portfolio in Russia, Western Europe and India. In addition, he assisted with the budgeting and monthly payment related to all leased locations in the Puget Sound and US.

## REPRESENTATIVE PROJECTS

### THE MADDUX, Seattle, WA

A 203 unit LIHTC project currently in design phase located in the Mt. Baker neighborhood.

**4,400 unit (43 assets) LIHTC multi-state portfolio transaction, MD, DC and VA**

**700 unit LIHTC/Section 8 Asset Transaction, San Jose, CA**

**970 unit (5 assets) LIHTC Portfolio Transaction, Richmond VA MSA**

**1,200 unit LIHTC General Partnership Interest Portfolio Transaction, Sacramento, CA**

## EDUCATION & COMMUNITY ENGAGEMENT

**GEORGETOWN UNIVERSITY:** Master of Professional Studies, Real Estate

**WASHINGTON STATE UNIVERSITY:** Bachelor of Arts, Economics

**HOUSING RESOURCE BAINBRIDGE:** Board Member

