

FALL 2020- SPRING 2021  
ANNUAL SUMMARY

# LET'S TALK TREO.

*Newsletter for the Temple Real Estate Organization*



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*WE MADE IT THROUGH ANOTHER YEAR!*

*WE ARE READY FOR YOU, SUMMER 2021.*

### **WORDS FROM OUR TREO PRESIDENT, SOFIA MELHOR**

Through TREO, students are able to learn and explore the many fields within the Real Estate industry. We try to cultivate professional excellence through weekly professional speakers, field trips, and volunteer opportunities. Most importantly, TREO is able to help you get your first foot through the door and find meaningful and impactful mentorships, internships, and full-time opportunities.

TREO has been one of the most amazing experiences in my college career. I would like to thank my current and past TREO family who have both empowered me to grow in ways I couldn't have imagined. I look forward to continue working with our team and growing our organization next year!

# A HIGHLIGHT OF OUR SPEAKERS

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## Francis Mangubat

Francis Mangubat is the co-founder and managing partner of Advance Philly, a real estate sales team that will sell 160M in production since 2019. Francis firmly believes that there is no secret to success. His work ethic and the time dedicated to Advance Philly is what has led to all of the recognition he's been granted. He was ranked the #5 individual agent in the City of Philadelphia for June 2020 per Bright MLS. Francis works exclusively with some of the city's top residential developers to acquire, underwrite and presell new construction inventory all over the city. Francis has made his name pre-selling hundreds of \$500 - \$750k new construction homes prior to completion. He has also represented some of the highest profile names in the City of Philadelphia.



## Devin Dinofa

Devin is a partner at TCS South Jersey. Devin is hardworking, business savvy, loyal, charitable and a family man. Coming from the restaurant business with the desire to be a true entrepreneur, he has grown his real estate business over the last 8 years from helping hundreds of families throughout New Jersey and Pennsylvania to new construction and real estate development as well. Previously known as the DiNofa Team with Keller Williams, his wife and business partner Brittany, made an incredible move and merged with The Condo Shops and KW Philadelphia to create TCS South Jersey.



## Candis Pressley

Candis has dedicated her entire adult life to every aspect of the real estate industry. She started her career, while in college, when obtaining her Real Estate license while pursuing her undergrad degree at age 19. Candis has single handedly managed a portfolio of more than 3 million square feet of commercial real estate space and portions of a \$192M budget for her clients. A Real Estate Broker for over 17 years, Candis is a proven expert in site selection, contract negotiations, financial analysis, coordination of tenant fit-out, lease development as well as property and construction management. She is a recipient of the coveted CCIM Designation [Certified Commercial Investment Member Institute CCIM Institute], which she obtained in 2017. She is a graduate of Temple University with a BBA in Business Administration/Major: Real Estate.



# COLLABORATIVE MEETINGS

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Shantanu Sharma is the founder & CEO of Stem Lending, a FinTech startup. Before founding Stem Lending, Dr. Sharma held roles of CTO at Six Deg Inc. dba Yellowdig, VP at Goldman Sachs and Citigroup and of a Lead Scientist at GE Global Research. He was an early employee at Mismi, a TL Ventures funded FinTech tech start-up, and a Quantitative Strategist at Tower Research Capital. Dr. Sharma has taught courses to graduate and undergraduate level students and published over a dozen research articles having hundreds of citations in peer-reviewed journals and won multiple awards for his work.

He holds a PhD with Computational Biophysics emphasis from University of North Carolina at Chapel Hill and a BTech in Computer Science from Indian Institute of Technology, Kanpur, India.



**TREO X ESA**

**Dr. Shantanu Sharma**



**TREO ALUMNI PANEL**

**Justin Petlakh, Kieara Hill and Layal Zuabi**

TREO's recent alumni attended a meeting for our Alumni Panel! Justin, Kieara, and Layal shared their personal experiences with working in the real estate industry and answered all questions. Justin is an Associate Appraiser at Mid-Atlantic Valuation Group in York, PA. Kieara is an Associate with CBRE within the Greater Philadelphia Region. Layal works as a Valuation Analyst at Colliers International in Philadelphia, PA.

Running an eight-million-square-foot office and retail complex, along with an upcoming mixed-use development of comparable scale, Mark Kostic embodies the combination of calm demeanor and forward-thinking innovation. Mark Kostic is the Vice President of Asset Management and Leasing at Brookfield Properties, where he runs Downtown Manhattan's reinvented Brookfield Place complex, and oversees the Manhattan West complex under development in Midtown. Still in his early 30s, he's among the youngest at Brookfield ever assigned such a high-profile role. Mr. Kostic is an industry leader who has already acquired various recognitions and awards for his success



**TREO X TFA**

**Mark Kostic**

# OUR NETWORKING EVENTS

## TREO X DUREC STUDENT MIXER

We collaborated with the members of Drexel University's Real Estate Club via Zoom in February. This was a great networking opportunity for our members to get to know fellow peers that are interested in careers within this industry.

We had a wonderful evening playing some games, exchanging contact information, and talking about the Real Estate realm as a whole.



## MEETING WITH FRANCIS MANGUBAT

We met with Francis Mangubat at his newly renovated BRRR property to chat about current markets, ask questions, and network amongst one another. We really enjoyed this unique opportunity to learn more about the BRRR method as well as the other sectors of the multifaceted real estate industry.



## CIRA GREEN SOCIAL

On Wednesday, April 28, our members met up at the Cira Green Rooftop Park to network and relax before finals. This was a great way for all of our members to meet before summer break. We had such a great evening!





# OUR PHILANTHROPIC EVENTS

## TREO X CHIPOTLE FUNDRAISER

By partnering with Chipotle on Montgomery Ave., we were able to raise \$238.16 for our student organization. We are so grateful for the support from our Temple community to allow us to continue to provide the best opportunities for our members.

**CAUSE  
AN EFFECT**

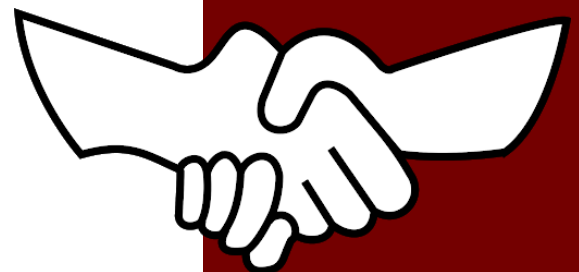


## SPRING CLEAN-UP

On April 17, our members cleaned up the neighborhood around 22nd Street and Diamond Ave. This was a great way to make an impact and contribute positively to the citizens of our surrounding Northeastern Philadelphia community. We are so grateful for all of their help!

## PHILADELPHIA RENT RELIEF FUNDRAISER

Through social media fundraising, our members were able to raise \$222 for rent relief for Philadelphia citizens. We are so grateful to all of our donors for contributing and helping this cause. We are so happy that we're able to make a positive impact on the surrounding community.





# 2021 EXECUTIVE BOARD



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**Temple Real Estate  
Organization**



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