

C. Tobin Hecker

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EXPERIENCE

Fairfield Residential

Acquisition Analyst

San Diego, CA

Aug 2023 - Jan 2026

- Led acquisition analysis initiatives across the Western United States for Value-Add and Core-Plus funds
- Lead Analyst on 15 closed deals and \$1B in volume to date, concentrated in the Western United States
- Underwrote over 400 multifamily/mixed-use assets across 13 states ranging from \$35MM to \$300MM
- Collaborated with Acquisition SVPs to determine the valuation of institutional multifamily assets nationwide
- Coordinated with regional brokers to discern relevant sales and rent comparables within target markets
- Enhanced financial models to conduct dynamic scenario analyses for submissions to the Investment Committee
- Evaluated and closed Joint-Venture Recapitalizations for distressed equity groups in select Southeast markets

NorthMarq Multifamily

Associate – Investment Sales

San Diego, CA

Sept 2021 – Aug 2023

- Assisted in closing over \$300 million of transactions in the San Diego and Inland Empire MSAs
- Spearheaded the positioning of middle-market to institutional-sized multifamily assets (75+ units) for sale
- Provided and supported underwriting assumptions through the use of Axiometrics and creative market analysis
- Collaborated with Fortune 500 REITs to actively acquire and dispose of multifamily assets in Southern California
- Utilized advanced financial modeling techniques to assist multifamily operators in all stages of completion
- Enhanced efficiency and clarity by recreating financial models for internal and external applications
- Prospected potential disposition opportunities through the use of CoStar, Trepp, Yardi, RCA, and title
- Worked closely with the Debt and Equity team to size loans on each of our listings, BOVs, and OMs

The Roxborough Group

Real Estate Private Equity Summer Analyst

San Francisco, CA

Summer 2020

- Underwrote potential real estate acquisitions across multi-family, office, and industrial asset classes
- Utilized Excel and ARGUS to analyze cash flow projections, calculate returns, and perform sensitivity analyses
- Prepared quarterly valuations, reforecast business plans, and new lease analysis for assets across portfolio
- Ran JV cash flow waterfalls and disposition scenarios to understand buy versus hold return metrics on existing assets
- Created new dynamic investor and internal reporting models for quarterly valuations and ad hoc investor requests
- Identified potential distressed opportunities using Costar, Loopnet, and other real estate databases
- Developed more efficient relationship tracking templates for lenders and brokers across target markets

EDUCATION

University of California, Los Angeles

Bachelor of Arts in Business Economics, Simon Fellowship

Concentration in Value Investing, Benjamin Graham Value Investing Program

Los Angeles, CA

Graduation Spring 2021

GPA: 3.7

Benjamin Graham Value Investing Program: One of 40 selected from over 1,500 Business-Economics students at UCLA. Participated in the MBA-style program taught by Bill Simon, a S&L crises opportunist. Acquired in-depth knowledge of financial modeling for securities and developed skills in pitching action plans (buy/sell short)

Relevant Coursework: Real Estate Investing, Microeconomic Theory, Value Investing, History of Financial Crisis, Financial Modeling, Argus and Spreadsheet Programs for Commercial Real Estate Analysis, Eastdil Secured Virtual Training Week (Excel Modeling)

SKILLS & INTERESTS

Skills: Advanced Financial Modeling in Excel, Salesforce, PowerPoint, ARGUS, CoStar, Yardi, Trepp

Affiliations: California Salesperson CA DRE #02163265, Urban Land Institute Associate Member

Interests: Snowboarding, Wakeboarding, Surfing, International Travel, Real Estate