

Focus: to contribute to socially responsible real estate development and ownership in Seattle.

Synopsis Two decades of experience and continuing interest in socially responsible real estate culture. Worked as a responsible and fair landlord of naturally affordable apartments, as a conscientious consultant to local developers, and as a real estate broker raising awareness about equitable development organizations. Experienced in project managing real estate projects through market analysis, financing, and development. Studied urban planning, real estate development, and historic preservation incentives.

Relevant Experience

Independent Consultant

2012–

I support clients in a broad range of real estate development management activities, including advanced financial modeling of new development and rehabilitation projects, land valuation analysis, market research, other forms of due diligence and project management. I've helped guide clients toward some blind spots regarding changing market realities, and have been recognized by clients for providing creative solutions and strategic guidance to complex issues, delivered in a timely and thorough manner. Past clients include Lake Union Partners, Allegra Properties, and Evolution Projects. Project types range from multi-family and office to multi-phase, mixed-use projects.

Lake and Company Real Estate, Seattle

BROKER, KALTHOFFREALESTATE.COM

2002–

I represent buyers and sellers in residential and multi-family real estate transactions throughout the Puget Sound Region. Current efforts include supporting anti-displacement and small business initiatives through commission contributions, while raising awareness about the relationship between market affordability and individual choices in real estate transactions. I've established a strong network of industry partners in this work, and am a primary resource in the company on multi-family properties and risk management issues.

Kalthoff LLC, Seattle

MANAGER

2002-2016

My two sisters and I co-founded this company to invest jointly. Our goal was always to be fair and responsible landlords. My sisters were passively involved, while I led the due diligence, purchase, management, and capital improvements of various rental properties throughout Seattle. We kept rents consistent for our tenants, while being reliable with needed repairs, in neighborhoods such as Capitol Hill, Fremont, and Ravenna. We maintained near 100% occupancy in all market conditions and cycles, and have maintained positive relationships with our former tenants even after selling the buildings. In this work, I experienced first-hand that being a responsible and fair landlord is not at odds with making strong investments, and was often disappointed to learn, after selling the buildings, that relating to my tenants as fellow human beings seemed unusual in this line of work. These experiences fueled my interest in urban planning and real estate development, and continue to drive my desire to contribute to a culture of more socially responsible real estate.

	<p>Safeco Insurance, Seattle <small>PERSONAL LINES UNDERWRITER, NATIONAL AGENCY DIVISION,</small> Managed a diverse group of independent agencies that ranged from boutique to larger, call center environments. Primarily responsible for both enforcing new and renewal business adherence to company underwriting guidelines, as well as maintaining positive relations with the assigned agencies to continue to grow their books of business. I developed a reputation here as the most productive underwriter with correspondingly high quality, and was regularly selected to train new employees.</p>	1997–2003
Civic Support	<p>Bramble Project, brambleproject.com Co-founded, with my partner Boting Zhang, a platform for ongoing learning and discussion surrounding socially responsible development. I contribute through behind-the-scenes editing and exploration, and am currently helping to explore alternative, community-based development, financing, and ownership models.</p>	2016–
	<p>Socially Responsible Development Collaborated with a small group of well-known for-profit developers and non-profit housing providers to ask candidates in the 2013 Seattle council and mayoral elections to address socially responsible development issues.</p>	2013
	<p>SCIDpda Pro-bono consulting work for the organization on their behalf. Work included land value analysis and a TDR study for local property owners, as well as assisting in the initial feasibility study of the Hing Hay Coworks.</p>	2012–2013
Education	<p>Master of Urban Planning & Master of Science in Real Estate, University of Washington <small>COMMERCIAL REAL ESTATE DEVELOPMENT TRACK & HISTORIC PRESERVATION CERTIFICATE</small></p> <p>Focused on market analysis, project financing and development, methods of community engagement, planning theory, urban land economics, and ethics.</p> <p>Urban Planning thesis analyzed the ownership structure and real estate decision-making process of owners of historic buildings in Seattle’s International District. Focused on the use of historic preservation and affordable housing incentives. Copies of the thesis are currently in the reference libraries for the Seattle Department of Neighborhoods, Portland Bureau of Planning and Sustainability and IDEASpace.</p>	2009–2012
	<p>Bachelor of Arts, China Studies, University of Washington <small>GLOBAL TRADE AND TRANSPORTATION LOGISTICS GRADUATE CERTIFICATE</small></p>	1994–1999
