

DAMON C. HEALEY

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EXPERIENCE	Eternal Companies	Washington, DC
Jan 2023 - Present	Founder - Managing Principal <ul style="list-style-type: none">Launched start-up real estate investment firm focused on extended stay hotels, multifamily, and office conversions.Oversee strategic direction, fund management, investment, development, and asset management operations.Sourced \$600M 45 hotel acquisition and development pipeline from scratch in 4 months, securing Georgia extended stay hotel portfolio within first 6 months.Secured and negotiated Joint Venture partnership with a \$4.5B institutional equity partner.	
Jun 2018 - Mar 2022	Brookfield Asset Management (<i>Brookwood Hotels, a platform company</i>) Vice President - Head of Real Estate Acquisitions <ul style="list-style-type: none">Led US expansion strategy and investments via hotel acquisitions and new development to grow 100+ extended-stay hotel portfolio owned by Brookfield Asset Management sponsored-fund.Negotiated "Master Development Agreement" with Choice Hotels International, securing exclusive rights to develop WoodSpring Suites in 39 US markets, securing \$400M investment pipeline.Sourced 43 hotel acquisition and land development pipeline from scratch, closing 7 properties in 3 years, representing \$73M in investment.Created and launched "Developer Partnership Program", securing 15+ (\$180M) hotel acquisitions pipeline.	Washington, DC
Oct 2016 – Jun 2018	LIDL US Senior Director - Real Estate <ul style="list-style-type: none">Launched and oversaw \$300M construction roll-out and operations, including contractor procurement, bidding, contract negotiations, and on-site construction.Created a new regional office, hired or transferred 8 new employees, expanding into 6 new markets across 2 states in Midwest and northeast US, resulting in 13 new site locations in 4 months.Increased new transactions by 23% (18 new sites) and closings by 100% (8), in legacy operations to date.Launched and rolled-out leasing program, resulting in \$50M fully executed transactions with \$200M pipeline in 6 months.Launched "Urban Concepts Initiative" resulting in 4-person team and \$800M pipeline of 50 transactions.	New York, NY / Columbus, OH / Philadelphia, PA / Washington, DC
Jun 2014 – Sept 2016	Director - Real Estate <ul style="list-style-type: none">Managed \$1.8B real estate operation, including acquisitions, development, and construction.Led largest team of 30 employees covering 12 markets across 6 states in 3 offices along US east coast.Created and executed transaction strategy, in 2 years, achieved \$190M real estate acquisitions over 54 transactions, securing \$570M development and construction investments, totaling \$760M.Closed 8 transactions after securing approvals and permits from state and local governmental agencies and municipalities, including zoning, site plan, transportation, and environmental.Procured and oversaw technical and transactional partners (i.e. legal, engineering, and construction).	Philadelphia, PA / Washington, DC
Jan 2014 - May 2014	Manager – Acquisitions <ul style="list-style-type: none">Tied 1st place producer among 20 managers with 6 completed transactions and pipeline of 13 transactions or \$140M+ in 4 months.Executed 1st acquisition and 1st lease deals in the company, developed company proforma model, and wrote job description and training plan for Analysts.Selected by CEO to lead corporate values committee, to encourage "cultural leadership."	Washington, DC
Jan 2013 - Dec 2013	JAIR LYNCH Real Estate Partners Investment Associate <ul style="list-style-type: none">Managed pursuit, proforma, due diligence, and closing of 307-unit market rate rental development, resulted in \$98M in committed opportunistic equity and construction debt.Managed sourcing, proforma, due diligence, and closing of 160K SF office redevelopment, resulting in \$40M in committed value-add equity and construction debt.Led pursuit and negotiation of \$34M multifamily acquisition in Washington, DC, resulted \$15M in commitment of value-add equity.	Washington, DC

Jan 2011 - Dec 2012	Development Associate	Washington, DC
	<ul style="list-style-type: none"> Managed pursuit and predevelopment of \$200M redevelopment of a mixed-use (office/retail/residential) city block, resulting in \$25M in value added. Led tri-party negotiations of 482-unit 5 property affordable housing rental portfolio, all located in Washington, DC, resulting in 25% reduction in purchase price. Managed negotiations and recapitalization of 171-unit affordable senior citizens community. Unlocked \$6M in residual land value. 	
May 2010 – Jan 2011	LARSON REALTY GROUP Manager of New Initiatives	Bloomfield Hills, MI
	<ul style="list-style-type: none"> Manage New Markets Tax Credit Loan Fund called Community Investment Support Fund from initial research and strategy development to target \$50M capital raise. Created financial model used to underwrite commercial real estate investments and operating company investments. Establish and manage third party and client relationships for operational support and business development activities. 	
Feb 2008 - Dec 2008	COMMERCIAL MORTGAGE CAPITAL Consultant - Financial Analyst	Wixom, MI
	<ul style="list-style-type: none"> Created Proforma and analysis acquisition, development, repositioning, and refinancing in compliance with 15 capital sources resulting in 100M of closed transactions. 	
Jan 2006 - Dec 2007	KEYBANK REAL ESTATE CAPITAL Senior Analyst-Finance, Commercial Mortgage Group	Ann Arbor, MI
	<ul style="list-style-type: none"> Underwrote \$3.9B in assets and improved deal screening efficiency, resulting in increased financing of 2,390% and 211% in 2006 and 2007 respectively. Led and managed due diligence team in over \$320M in debt and equity financings, resulting in 100% close rate. Presented oral and written presentation of lending transaction to loan committee resulting in \$200M debt and equity commitments. 	
Jan 2005 - Jan 2006	MARCUS & MILLICHAP Market Analyst, National Retail Group	Southfield, MI
	<ul style="list-style-type: none"> Valued \$150M in commercial investment properties, created offering memoranda, and managed due diligence & closings, resulting in a 100% increase in investment sales. Presented investment thesis to investors with \$20M in equity resulting in acquisitions of \$100M in assets. 	
EDUCATION	UNIVERSITY OF MICHIGAN Taubman College of Architecture + Urban Planning Master of Urban Planning, May 2010 Graduate Certificate in Real Estate Development, May 2010	Ann Arbor, MI
	<ul style="list-style-type: none"> Concentration: Economic Development, Urban Design, & Housing VP, Michigan Real Estate Club; Treasurer, Urban Planning Student Association Created 1st Case Study commissioned by Real Estate Program Interned at The Related Group with Acquisitions Team, Spring 2010 (Miami, FL) 	
	OKLAHOMA STATE UNIVERSITY William S. Spears School of Business Bachelor of Science in General Business with Minor in Finance, May 2004	Stillwater, OK
	<ul style="list-style-type: none"> 4.0 GPA President's Honor Roll, 2002 Started Two Companies Managing 12 Employees, 2000-2004 	
ADDITIONAL	<ul style="list-style-type: none"> Industry Organizations: ULI, ICSC, IREM, DCBIA, and REEC Software: Costar, MS Office Suite, Adobe Creative Suite, MS Project Created community food bank & emergency resource center 	