

REAGAN PRATT

2219 W. Leland Avenue, Chicago, IL 60625

(312) 953-3229

rpratt1867@gmail.com

Well versed in public and private capital markets, debt, and equity. A proven team builder. Experienced in all major aspects of real estate investment management. Extensive background in capital formation, client service, direct property investing, product design, REIT investing, quantitative modeling, research, risk modeling, development, and forecasting.

EXPERIENCE

- 2022 – present **INDEPENDENT CONSULTANT** Chicago, IL
- Self Employed*
Working with investment managers, navigating capital markets. Advise executive teams on strategy, financing, growth initiatives and platform design. Focus on developing appropriate investment structures, suggesting target investors, and building internal capital market teams to execute multi-year growth objectives. Recent work for multifamily, single-family rental, office conversion, medical office, self-storage, timber, and industrial strategies.
- 2021 – 2022 **WAYPOINT RESIDENTIAL** Boca Raton, FL
- Executive Managing Director/Head of Capital Markets*
Tasked with developing Waypoint's institutional and RIA market presence, moving the firm beyond its traditional syndicator business model. Duties included launching commingled fund business, developing joint venture relationships, and engaging with strategic partners for GP/entity level investments. Oversaw a team of 6 professionals, including the firm's syndication groups, high net worth, RIA, and family office programs.
- 2016 – 2020 **BENTALLGREENOAK** Chicago, IL
- Principal Client Relations*
Represented the firm's debt and equity investment capabilities, including open-end, closed-end and SMA strategies, to institutional and HNW capital sources in the United States, Canada, and Asia. Served existing client base in U.S. and Canada. Worked closely with defined benefit plans, consultants, insurance companies, foundations, endowments, and corporate pensions developing investment solutions and products tailored to meet individual plan needs.
- 2005 – 2015 **HARRISON STREET SECURITIES, LLC** Chicago, IL
- Founding Principal/CEO*
Founded predecessor company Transwestern Securities Management (TSM) in March 2005. Recruited and built a team of skilled professionals to deliver institutional investment products to the North American market. Made first investments in January 2006. In the wake of the Global Financial Crisis, successfully transitioned the platform from TSM onto the Harrison Street platform.
- Guided the overall direction of HSS, led capital raising, set operating budgets and financial objectives. Developed investment products, strategies, messaging, and marketing materials. Secured new mandates that ultimately totaled \$1.0B in AUM, serviced existing mandates, and maintained relationships with investment consultants. Led new product initiatives including establishing an ESG aware portfolio and vetted potential infrastructure, MLP and long/short platform investments.

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1994 - 2004

HEITMAN FINANCIAL

Chicago, IL

Senior Vice President, Portfolio Manager 2001 - 2004

- Promoted to portfolio manager of U.S. REIT product as part of portfolio management team. Developed and refined security selection procedures, led sector research, implemented important risk control measures, developed new products, and generated new mandates. Sector specialist for debt, retail, industrial, multifamily, self-storage, and health care. Grew assets by over \$1.0B (to \$2.0B+) and outperformed the investment benchmark by over 200 bps.

Vice President, Securities 1997 - 2001

- Moved to the securities group from the direct real estate investment team with a mandate to improve the statistical rigor of the research and security selection process. Tasked with integrating direct real estate modeling, research, information, and expertise into the security selection process. Sector coverage responsibilities included debt/mortgage, retail, industrial, multifamily, office, health care, manufactured housing, and self-storage.

Vice President, Real Estate 1994-1997

- Key member of the real estate investment team focused on the multifamily, industrial, and self-storage sectors. Executed over \$1.0B in transactions during this period. Responsibilities included capital formation, vetting investments, selecting target markets, product design, and communicating investment strategies to the institutional investment community, including consultants. Drafted detailed investment thought pieces and quarterly outlooks that were widely distributed in the investment community.

1991 - 1994

CLAYTON RESEARCH ASSOCIATES

Vancouver, BC

Senior Research Associate

- Senior research associate for one of Canada's premier economic and real estate consulting firms. Responsibilities included wide ranging research projects focused on manufactured housing market penetration, retail traffic and transportation modeling for the City of Victoria and an impact study of proposed changes in stumpage rates on Northern BC communities. Tasked with opening Clayton Research's first office in Western Canada and developing new business leads.

EDUCATION

1982 - 1986

UNIVERSITY OF GUELPH

Guelph, ONT

Bachelor of Arts, Double Major (Economics/Urban Geography)

1988-1993

UNIVERSITY OF BRITISH COLUMBIA

Vancouver, BC

Master of Science in Business Administration (Urban Land Economics)

INTERESTS

Wilderness exploration, climbing, whitewater kayaking, adventure travel, world history.
Most recent summit: Mount Kilimanjaro, Tanzania.