

A photograph of three diverse professionals in an office setting. On the left, a woman with long, curly brown hair is smiling and holding a pen and papers. In the center, a man with a beard and short dark hair is smiling and looking towards the right. On the right, a woman with short dark hair and large hoop earrings is also smiling. They are all looking at documents or a tablet. The background is a blurred office environment with large windows.

TOMORROW'S REAL ESTATE LEADERS 2025-2026



ABOUT

Tomorrow’s Real Estate Leaders

Tomorrow’s Real Estate Leaders is ARA’s program designed for students to accelerate their careers in investment management and commercial real estate. The program will take place virtually during the 2025-2026 school year.

Over the course of the 2.5-day program, you will be exposed to ARA’s national portfolio of real estate assets, gaining practical experience and skills to start building your career in real estate. Sessions will include hands-on workshops with our acquisitions and asset management teams, interview tips for landing your first job in commercial real estate, a session from our head of research on the Future of Real Estate, a virtual asset tour, and many other engaging and career-focused learning sessions.

The entire experience is centered on helping you gain exposure and learn more about the investment management and commercial real estate industries.

The program will conclude with a case study competition, during which participants will prepare group presentations for a chance to win prizes and a possible summer internship with ARA.

PROGRAM AGENDA

2025-2026 Program Dates Coming Soon

2024 Program

Friday | November 15

Welcome: My Journey into Real Estate with ARA Chairman and CEO Stanley Iezman

The Role of Real Estate in the Investment Portfolio with ARA Chairman and CEO Stanley Iezman

Panel Discussion: The Role of the Broker with JLL Managing Director Annie Rice, CBRE Senior Vice President Eric Cox, and Cushman & Wakefield Director Kelly Johnson

The Future of Real Estate: The Role of Research in Real Estate with ARA Managing Director of Research Sabrina Unger

TREL Alumni: College to Career with Nuveen Industrial Acquisitions Jovan St. Victor and PCCP Investor Relations Sophia Lopez

Case Competition Teams Meet

Saturday | November 16

Raising Capital and Investor Relations with ARA Investor Relations Assistant Vice President Ivy Holz

Keynote Speaker: Primestor Development, Inc. CEO, Arturo Sneider

The Day in the Life of an Acquisitions Analyst with ARA Investments Senior Associate JP Perona

The Day in the Life of an Asset Management Analyst with a ARA Asset Management Associate

Sunday | November 17

Virtual Asset Tour with Gensler

Landing Your First Commercial Real Estate Job with ARA Investor Relations Assistant Vice President Ivy Holz

Investment Recommendation Team Presentations

Award Ceremony with ARA Chairman and CEO Stanley Iezman

Farewell and Closing Speech with ARA Investor Relations Assistant Vice President Ivy Holz

SPEAKER HIGHLIGHT

2024 Keynote Speaker



Arturo Sneider, SCLS
CEO
Primestor Development, Inc.

Mr. Sneider is founding partner/CEO of Primestor Development, Inc. His responsibilities include acquisitions, project inception and design, capital structuring and corporate management. With a strong focus in largely underserved communities, Primestor’s diverse portfolio has maintained an approximate 95 percent occupancy rate in approximately 80 projects.

Primestor is currently working on approximately 1 million square feet of new development, managing over 3 million square feet in diverse minority markets and overseeing a portfolio of approximately \$750 million dollars.

Since 1990, Mr. Sneider has acquired and transacted in dozens of properties and projects located in California, Illinois, Nevada, Florida, and Arizona that have ranged in size and costs from under \$1 million to over \$100 million, with an aggregate cost basis of approximately \$750 million.

Mr. Sneider is a member of YPO, Board Member/Director of the LA County Capital Asset Leasing Corporation, and Trustee of ICSC. He has been an advisor to the City of Los Angeles’ Economic Development Department, as well as a member of the city’s Development Industry Advisory Council. Mr. Sneider was born in Mexico City and resides in Los Angeles.

Previous Keynote Speakers



2023
London Kemp Boykin
Director World Wide Real Estate Development Amazon



2022
Ron Frierson
Director of Economic Development for the Western U.S. Amazon



FALL 2021
Malcolm Johnson
Chief Executive Officer Langdon Park Capital



SPRING 2021
Dr. Raphael Bostic
President and CEO Federal Reserve Bank of Atlanta



PROGRAM REQUIREMENTS

Enrollment Status

18 years of age or older and currently enrolled as an undergraduate and will have completed at least two semesters or four quarters of college by August 2025.

School Curriculum

3.5 GPA or higher recommended but not required. All majors accepted.

What makes your application stand out?



Thoughtful
Intention
Statement



Demonstrated
Interest in
Commercial
Real Estate



High GPA



Extracurricular
Involvement

PREVIOUS STUDENTS

“...a great, eye-opening experience that broadened my knowledge of not only the real estate industry but also investment management.”



“I learned so much, not just about the real estate industry, but about leadership and making an impact. The program opened my eyes to new possibilities, and I’m really thankful I got to be a part of it.”

- **Alex Munguia, University of Southern California**
TREL Participant



“Presenting our case to ARA’s investment committee was an incredible experience. I appreciated hearing real-world questions and, while being put on the spot was a little nerve-wracking, it pushed me to think critically and thoughtfully about our analysis and why we believed in the property.”

- **Carly Ragan, Vanderbilt University**
TREL Participant



“ARA’s Future Real Estate Leaders program was a great, eye-opening experience that broadened my knowledge of not only the real estate industry but also investment management. It was very engaging, and the case competition was a fun way to analyze a prospective real estate investment, while also getting to know my other fellows! I would highly encourage anyone to apply in the future.”

- **Hailie Person, University of Southern California**
TREL Participant

PEOPLE YOU WILL MEET

Program Director



Ivy Holz
Assistant Vice President,
Investor Relations
Los Angeles, CA
iholz@aracapital.com
213.233.5776

Ivy Holz is an Assistant Vice President within ARA's Investor Relations department. In her role, Ms. Holz supports the administration of investor accounts for ARA's commingled funds including client communication, reporting and management of client information. Prior to joining ARA, Ms. Holz was most recently an Associate with Mesa West and prior to that she worked at Cushman & Wakefield in the Capital Markets group. She received a Bachelor of Science degree in Public Relations at Radford University and has completed additional coursework in Real Estate Finance at American University.

ARA Team Members



Stanley Iezman
Chairman and CEO
Los Angeles, CA
siezman@aracapital.com
213.233.5700



Kirk Helgeson
President and CIO
Los Angeles, CA
khelgeson@aracapital.com
213.233.5779



Sabrina Unger
Managing Director,
Research and Strategy
New York, NY
sunger@aracapital.com
213.233.5846



Martha Shelley
Managing Director,
Co-Portfolio Manager
Los Angeles, CA
mshelley@aracapital.com
213.233.5731



Victoria Michael
Vice President,
Portfolio Management
Chicago, IL
vmichael@aracapital.com
312.216.4717



Dominique Hargreaves
Director,
Corporate Responsibility
Los Angeles, CA
dhargreaves@aracapital.com
213.233.5842

Program Recognition

In September 2021, Tomorrow's Real Estate Leaders program was honored with a Trailblazer Award by Verdical Group¹. The award celebrates leaders who are creating paths for others to follow through their work in climate, carbon, energy, water, waste, and transit.

The program has also been featured in *Pensions and Investments*.

¹ The award was conveyed on September 16, 2021, from Verdical Group to ARA in recognition of Tomorrow's Real Estate Leaders Program that was held in March of 2021.



ABOUT ARA

American Realty Advisors is a private equity real estate investment manager of institutional quality commercial real estate portfolios with more than 600 investors and over \$11.0 billion¹ in assets under management.

With a national footprint, 36-year track record, and a deep understanding of each market, ARA's investment professionals source opportunities nationwide leveraging its extensive network of principals, partners, brokers, developers, lenders, industry contacts, and local market experts. We believe our experience and investment process assures potential sellers and partners that transactions can be executed quickly and successfully.

¹ As of March 31, 2025

515 S. Flower St., 49th Floor, Los Angeles, CA 90071
T 213.233.5700 | www.aracapital.com

©2025 American Realty Advisors, LLC

