

## William “Woody” Hughes

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Cooper City, Fl. 33330

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### EDUCATION

NSU – Davie Florida

***Masters in Real Estate Development*** **2018**

FLORIDA ATLANTIC UNIVERSITY - Boca Raton, Florida

***Bachelor of Business Administration in Marketing*** **2004**

***Bachelor of Business Administration in Finance***

Florida Licensed Florida Real Estate Associate

NMLS MLO Licensed

C-REP Commercial Real Estate Professional Certified

ULI Member

### PROFESSIONAL EXPERIENCE

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DR Horton, Inc. – Coconut Creek Fl.

**2019-Present**

***Land Acquisitions Manager***

Manage acquisition staff, maintain 3-5 year inventory of lots/land in four county region, Miami Dade, Broward, Palm Beach and Martin Counties. Review all legal documents from corporate/local counsel, including LOI, contracts, assignments as well as amendments. Evaluate all (LAP's) land acquisition pro-formas, budgets as well as procurement. Analyze prospective sites for feasibility, proximity, zoning along with profitability.

- Currently the Division has over 25 sites under contract for approximately \$200 million in value, producing around 4000 units. With a focus on South Dade/Palm Beach markets, the division has another 30 sites under negotiations.

HABITAT FOR HUMANITY BROWARD - Ft. Lauderdale Fl.

**2015-2019**

***VP Operations - Land Acquisitions, Development & Construction***

Identify/Acquire Land creating feasibility studies along with financial analysis that follow mission of Habitat. Obtain all necessary approvals to proceed with residential construction, procure as well as supervise the development as well as managing home building division. Maintain 3-5 year Land Development Schedule & Maintain 1-3 Year Build Schedule.

- Completed entitlements of 77 single-family units on 9 Acres; land use amendment, zoning (PUD), site layout, approvals (city and ERP), procurement, product design and site management. Located in the city of Pompano Beach, this development will be the largest Habitat project ever undertaken, valued at over \$20 million, and being built/funded over a 4 year period. Acquisition of additional 3.5 acres needed for water retention acquired from adjacent property owned by Rail Road along with utility infrastructure funding from city.

***Land Acquisitions Manager / Financial Analyst***

Challenged as Acquisition Manager and Financial Analyst for a highly successful boutique real estate investment firm. Concentrated on acquisition of two to ten million dollar real estate assets with a focus on single family as well as multi-family projects. Created and developed acquisition-valuation models, enabling quick decisive transactions, limiting risk as well as maximizing profits/IRR.

- Responsible for acquisition of new development opportunities; including identifying parcels, negotiating as well as compiling due diligence/underwriting residential, commercial and industrial property. This including geotechnical work along with all technical land data to ensure suitability as well as stability for usage.
  - Modeled pro-forma analysis along with and financial analysis on acquisitions and purchases to forecast Internal Rate of Returns in addition to feasibility-profitability. Generate operating budgets, monthly bank reconciliations along with sources uses for our Private Hedge fund (GARE) partners. Conducted complete residential modeling with projected absorption to predict target margins, inclusive of all planned costs.
  - Accountable for building long term profitable relationships with Developers, Brokers, Investment firms and funds. Searched for creative ways to understand and gain industry knowledge that enabled an in depth understanding of market trends and market life cycles.
  - Project Management encompassing development rights issues such as acquiring zoning, environmental resource permits as well as right of way vacations; enabling immediate vertical construction limiting delays-holding costs. Completed entitlement process for multiple projects simultaneously and tracking methods to insure timely responses. Interviewed and retained local Architects, Engineers and Attorneys to complete development rights.
  - Instrumental in data mining in county clerks sites, governmental sites and academic websites allowing vision into difficult to obtain surreptitious but essential information.
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- Identified, underwrote and acquired four distressed multifamily, townhome - single family sites, in Lee County consisting of 650 acres representing 1100 mf units and 768 sf lots for approximately \$6 million dollars for Pinnacle/GARE in 2014. Two sites were located well for immediate development, two larger parcels for longer-term transactions.
  - In 2010, Procured, negotiated and closed Cascades of River Hall, which consisted of 14 fully furnished models, 7 spec homes, 5 unfinished homes and 465 lots for \$4.95 Million. Instrumental in the sales, marketing and disposition of 41 units, average sale \$225,000. In Q1 2015 DR Horton started a multi-year lot take down generating a 5 year cash flow totaling over \$17 million in revenue for Pinnacle.
  - Influential in the Sale of 126 acres in Ft. Myers Florida to Lee County and the Boston Red Sox organization. This site was one of sixteen in a RFP that was considered for the new Spring Training Facility, was chosen after three months of intense scrutiny and competitive hearings. Personally engaged the County as well as the Red Sox in the original negotiations, then along with the principals was assembled as part of the competition team. Personally responsible for the production of all memorandums, PowerPoint presentation as well as market studies/demographics submitted. Transaction amount; \$25.5 million, closed April 15, 2010. Generated leveraged IRR of 18%.

**SKILLS**

Proficient at building Real Estate financial models/analysis

Build/Nurture Long Term Profitable Relationships

Computer Software: Word, Project, MS Excel, PowerPoint, Illustrator, Procore & Argus

Marketing new business strategy development and key account affairs

***References available upon request***