

BRETT N. PELLETIER, CRE, MRA, FRICS

Helping individuals and organizations make better decisions.

LinkedIn: [linkedin.com/in/brett-pelletier-b060004/](https://www.linkedin.com/in/brett-pelletier-b060004/)

Operations, strategy, and land economics professional focused on complex business and real estate problem solving. Specialized expertise in Affordable Housing finance, community development, and policy. A creative and engaged leader providing tactile solutions to complex theoretical, financial, and operational problems. A passionate learner with a unique ability to bridge dissimilar disciplines in solving problems involving both economics and the built environment. Recognized as a leading expert on fractional interest analysis and valuation, Affordable Housing valuation and taxation policy, partnership dispute resolution, underwriting, due diligence, and executive advisory services.

EDUCATION

Bryant University Graduate School of Business; Smithfield, RI

Master of Business Administration (MBA), Leadership - with Honors

Harvard University Extension School; Cambridge, MA

Master of Liberal Arts (ALM), Finance - with Honors

Bentley College; Waltham, MA

Bachelor of Science (BS), Finance

AREAS OF COMPETENCY

- Land Economics/Real Estate Finance
- Real Estate/Community Development
- Negotiations and Strategic Planning
- Public-Private Partnerships (P3)
- Building Sustainability and Healthy Housing
- Public Speaking and Presenting
- Affordable Housing
- Capital Markets
- Housing/Economic Bias and Equity
- Public Administration and Policy
- Historic Preservation and Adaptive Reuse
- Professional Writing

PROFESSIONAL EXPERIENCE

Kirk&Company: Real Estate Counselors; Boston, MA

October 2005 - Present

Chief Operating Officer

Responsible for oversight and operations of the firm, including training, day-to-day and capital administration, business development, and client-facing. Hands-on experience with all aspects of the real estate life cycle including development and operating feasibility, marketability, financial modeling, underwriting, disposition and leasing support, and due diligence services for development, historic rehabilitation and adaptive reuse, financing, investment, negotiation, and litigation. In-depth knowledge of private businesses, non-profit and mission-driven organizations, government agencies and municipalities, individuals and families. Provide tactile solutions to real estate planning, production, preservation, and financing problems with a focus on Affordable multifamily housing policy throughout the United States. Strategic focus on confidential advice and house-doctor consulting assignments within highly competitive real estate markets.

Affordable Housing Institute; Boston, MA

March 2021 - Present

Senior Asset Valuation Advisor & Real Estate Expert

Responsible for providing analysis and advice on complex real estate and business problems, fractional interest valuation strategy, and asset positioning. Assignments include portfolio analysis, Affordable housing problem solving and preservation strategy, housing affordability analysis, analysis of predictive modeling and credit decisions in

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developing economies, and analysis and recommendations on the impact of algorithmic underwriting models on racial and gender bias in real estate lending. AHI is a non-profit impact consultancy dedicated to improving affordable housing ecosystems around the world and has a mission to create a positive impact on housing around the world, formal and informal, at a range of income levels. By working directly with mission-oriented customers, solutions have included policy reforms, structured public-private partnerships, refinancing facilities, organizational growth business plans, and the design of financial products. AHI additionally provides assistance through executive education courses, facilitated workshops on organizational change, and has invented new frameworks for analysis.

ACADEMIC EXPERIENCE

Salve Regina University; Newport, RI

January 2021 - Present

Adjunct Professor: Department of Business and Economics

Courses Taught: Financial Management, Introduction to Real Estate, Intro to Macroeconomics

Actively engages with a diverse population of students with a wide variety of educational backgrounds and experience. Well versed in Canvas, Zoom, WebEx and a variety of proprietary learning management systems (LMS) and platforms. Experience developing and refining course objectives, syllabus development, and educational delivery focusing on learning objectives and outcomes for in-person and virtual/distance/hybrid learning. Experience in lecture, active learning, and case method engagement. Specific focus on universal justice, ESG factors and concepts, and behavioral aspects of finance, economics, and real estate. Real estate coursework includes analysis of public policy as it relates to access to housing, services, and opportunities. The University encourages students to work for a world that is harmonious, just and merciful. Faculty Advisor to the Salve Real Estate Club.

Boston University; Boston, MA

August 2021 - February 2022

Instructor - Real Estate: Metropolitan College

Courses Taught: Underwriting the Commercial Mortgage

Lasell University; Newton, MA

May 2021 - December 2021

Lecturer in Finance: School of Business

Courses Taught: Financial Management

PUBLIC SECTOR EXPERIENCE

Tiverton Town Council; Tiverton, RI

2010 - 2016

Town Councilor

Served as an elected Town Councilor for three terms. Duties included active fiscal administration of a \$50M+ town budget, municipal policymaking, oversight of Administrator and department heads, and executive management of the Town. Active engagement with Boards and Commissions, regular engagement with budgetary matters, and writing and modifying Town ordinances, policies, and protocols. Regular and active community engagement through formal meetings, hearings, and events. Regularly attended various related town board meetings to engage with citizens and commissioners in areas of interest and need. Attended and presented at televised public meetings twice per month, with regular public hearings and special presentations throughout the year. Presented fiscal and municipal policy proposals to audiences from 10 to 500 residents and participants.

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Senator Edward Kennedy; Boston, MA

2005

Constituent Services Intern: Veterans Affairs

Worked directly with congressional aides and staffers on issues involving constituent concerns and requests, specifically working with veterans, homeless and formerly homeless constituents, and inmates. Assisted staff in working with municipal officials and organizations resolving veterans benefit concerns, prisoner conditions, and homeless support services. Supported congressional aides for veterans' affairs, inmates' affairs, and new citizens' affairs.

PROFESSIONAL MEMBERSHIPS

Counselors of Real Estate - **CRE®** Designated Member
Royal Institution of Chartered Surveyors - **FRICS®** Designated Member
MBREA - **MRA** Designated Member
Lambda Alpha International - Land Economics Society (LAI) - Designated Member
American Real Estate Society - (ARES) - Member
Urban Land Institute - (ULI) - Member
Greater Boston Real Estate Board - Real Estate Finance Association (REFA) - Member
Citizens' Housing and Planning Association (CHAPA) - Member
Boston Committee on Foreign Relations (BCFR) - Member
Boston Economic Club (BEC) - Member
National Housing and Rehabilitation Association (NH&RA) - Member

COMMUNITY LEADERSHIP

Preserve Rhode Island - Member of the Board of Trustees - 2020-Present
CRE Real Estate Issues - Manuscript Peer Reviewer - 2020-Present
CRE Counselors in the Classroom Co-Chair - 2021
CRE Consulting Corps - Volunteer Real Estate Counselor - 2019-Present
Boston Preservation Alliance - Young Advisors - Director - 2020-Present
New England Real Estate Journal (NEREJ) - Contributing Writer - 2015-Present
MA/RI/ME Chapter of the Appraisal Institute - Director
Striving Artists Theatre Company; Beverly, MA - Chairman; Director - 2015-2020
Tiverton, RI Town Council - Council Member - 2010-2016
Tiverton, RI Planning Board - Member - 2016-2017
Tiverton, RI Wastewater District - Secretary; Director - 2017-2018

PROFESSIONAL LICENSES

Licensed Real Estate Broker - MA
Certified General Real Estate Appraiser - MA/RI/NH