

# CARLOS WU

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## WORK HISTORY

**WOODSPRING HOTELS, Wichita, KS** **2015 – Present**  
**Real Estate Analyst**

- Organize, analyze and summarize due diligence materials to determine project/market feasibility and report corporate/franchise development findings to management
- Identify, visit, and vet sites/projects ranging from \$8-14 million in 15 States and 25 cities
- Conduct market research (competition analysis, interfacing with local officials and economic development corporations) and site analysis (land use, zoning and entitlement timelines)
- Produce board-level investment memorandums for management
- Assist in pro-forma development, revision and maintenance for corporate development projects
- Support the Vice President of Financial Planning & Analysis with construction and development pipeline reports, as well as ad hoc reporting projects

**NAI MARTENS, Wichita, KS** **2014 – 2015**  
**Appraisal Assistant**

- Developed market value estimates for a variety of commercial and special-purpose properties
- Researched and effectively summarized macro and micro real estate and economic trends
- Created a new appraisal training manual for procurement and validation of market data from market participants

**FLINT HILLS RESOURCES, LP, Wichita, KS** **2011 – 2013**  
**Contracts Analyst**

- Reviewed contracts for accuracy and compliance to applicable laws and trading standards, while supporting a variety of oil and gas businesses
- Identified, researched and followed-up on various contract issues and/or discrepancies associated with purchase and sale agreements
- Created an Access Database to track contracts, which eliminated manual processes and increased efficiency

**Credit Analyst**

- Reviewed counter-party financial statements to determine credit worthiness and establish credit limits for wholesale clients
- Managed credit lines, scheduled early bank drafts and limited product allocations to optimize risk-reward
- Proactively sought opportunities for growth and increased credit lines of key customers, which allowed the organization to capture more than \$400,000 in incremental profitability

**INSITE REAL ESTATE GROUP, Wichita, KS** **2010 – 2011**  
**Commercial Real Estate Broker**

- Analyzed, revised and negotiated commercial real estate purchase and lease contracts
- Coordinated property management activities, paid invoices and created expense reports for landlords
- Created marketing materials and implemented marketing strategies

## EDUCATION

Bachelor of Business Administration in Finance, Emphasis in Real Estate, Minor in Economics **Spring 2010**  
Wichita State University, Wichita, KS

International Study Abroad Program **Spring 2008**  
Sun Yat-Sen University, Guangzhou, People's Republic of China

Phi Delta Theta Fraternity (Pledge Class President) **2006 – 2007**  
Wichita State University, Wichita, KS

Certification in Hotel Industry Analytics (CHIA) **2017**  
American Hotel & Lodging Educational Institute

Financial Analysis for Commercial Investment Real Estate (CI 101) **2015**  
Certified Commercial Investment Member (CCIM)

## COMPUTER SKILLS

Microsoft Excel, PowerPoint, Word, Access, Outlook, Google Earth, QuickBase, and Adobe InDesign