

Ryan Afari, Principal
The Hillcrest Company

Ryan Afari is a Principal of Hillcrest and heads the firm's acquisition and development arms. Hillcrest and its principals have been active in adaptive re-use since helping write and pass the LA Adaptive Re-use Ordinance in the late 1990s. Former projects include the Chapman Building on 8th and Broadway, the Walnut Building in the Arts District, and most recently, the Army Navy YMCA in San Pedro. Ryan's expertise is pursuing creative non-traditional strategies and partnering with best-in-class design, architecture, branding, and operating partners to execute grand visions in unexpected places. Prior to joining the firm in 2014, he was an Acquisitions and Capital Market Analyst at Prudential Real Estate Investors, where he led the underwriting of over \$3 billion of proposed acquisition, joint venture, and development opportunities, and over \$1 billion of closed transactions across a variety of commercial and residential asset classes throughout the country. Ryan attended Cornell University, where he earned a bachelor's degree with Honors in Hotel Administration with a Minor in Real Estate and a concentration in Corporate Finance.