

DANNY URBISCI

Danny387@ufl.edu (239)-450-0471

EDUCATION

UNIVERSITY OF FLORIDA - Hough Graduate School of Business

Gainesville, FL

Master of Science in Real Estate

May 2010

GPA: 3.71/4.0 GMAT: 680

- Graduate Coursework: Real Estate Securities and Portfolios, Investment Property Analysis, Interest Rate Risk Management, Fixed Income Security Valuation, Secondary Mortgage Markets & Securitization, Real Estate Development, Real Estate Appraisal, Real Estate Market & Transaction Analysis, Professional Communication

UNIVERSITY OF FLORIDA – Warrington College of Business Administration

Gainesville, FL

Bachelor of Science in Business Administration

May 2009

Major: Finance Minor: Real Estate

GPA: 3.7/4.0

EXPERIENCE

Gilkey Organization

Bonita Springs, FL

Land Development Intern

April 2009 - June 2009

- Performed research, modeling and feasibility analysis for large land advisory projects
- Edited and revised quarterly market research report
- Attended Lee County zoning board meetings, industry luncheons, and ICSC ReCon (Las Vegas)

Condo.com / Sandstone Realty Advisors

Miami, FL

Institutional Services Division Intern

May 2008 - August 2008

- Created and implemented program for buyers/sellers of distressed condo projects
- Used MLS and market data to extract cap rates and buy/ask spreads of Miami apartments/condos
- Traveled to large residential project grand opening in Mexico
- Attended real estate conferences throughout the State of Florida

Merrill Lynch Private Client Group

Naples, FL

Wealth Management Intern

May 2007 - August 2007

- Assisted with client portfolio creation and rebalancing
- Created and implemented successful marketing program

LEADERSHIP EXPERIENCE

The Real Estate Society (National Chapter)

Nationwide, USA

Chief Operating Officer

April 2009 - Present

- Responsible for the growth and operations of a national real estate organization, consisting of the top 32 undergraduate real estate programs in the United States as participating members

The Real Estate Society

Gainesville, FL

Co-President

May 2008 - April 2009

- Coordinated club meetings, organized club trips and networked with UF professors and real estate professionals throughout the state of Florida

Student Investment Club

Gainesville, FL

Finance Director, Marketing Director, Executive Board, Real Estate Director Mentor

January 2006 - December 2008

CAMPUS INVOLVEMENT

Real Estate Development (REE 6930)

Gainesville, FL

Teaching Assistant

January 2009 - March 2009

Real Estate Analysis (REE 3403)

Gainesville, FL

Teaching Assistant

August 2008 - December 2008

Gatornest Project

Gainesville, FL

- Performed feasibility study for potential Target Store in Western Asheville, NC

January 2008 - May 2008

AFFILIATIONS

Urban Land Institute, Member

September 2008 - Present

International Council of Shopping Centers, Member

June 2008 - Present

SKILLS/LICENSES

Real Estate Sales Associate License and Mortgage Broker License – Florida

75% of CCIM candidate designation, ARGUS, STDB, CoStar, Microsoft Office (Word, Excel, PowerPoint)