

---

# Michael Ahwash, MAI

---

805 South Fremont Avenue • Tampa, FL 33606  
(813) 205-3938 • [mike@ahwash.com](mailto:mike@ahwash.com)

## Summary of Qualifications

Experienced Real Estate Professional with a background in real estate analysis, valuation, development, site selection, acquisitions and dispositions.

## Professional Experience

### **Integra Realty Resources, Tampa, FL (September 2015 – Present)** **Director**

Integra Realty Resources, Inc. (IRR) provides world-class commercial real estate valuation, counseling, and advisory services. Routinely ranked among leading property valuation and consulting firms, they are the largest independent firm in the industry in the United States, with 66 local offices coast to coast and in the Caribbean.

#### **Primary Responsibilities**

- Preparation of apartment appraisals, market studies and consulting throughout the State of Florida. Proficient in all types of multifamily properties including conventional, student housing, tax credit and other affordable housing types.

### **Meridian Appraisal Group, Tampa/Orlando, FL (February 2015-September 2015)** **Senior Appraiser**

Meridian Appraisal Group is one of the largest independent appraisal companies in central Florida and provides appraisal services to all of the major lending institutions in the central Florida market area. Meridian provides appraisal services for virtually every type of property and specializes in multi-family housing and has become one of the foremost experts on Tax Credit Apartments in the entire State.

#### **Primary Responsibilities**

- Preparation of Fannie Mae, Freddie Mac and FHA apartment appraisals, market studies and consulting throughout the State of Florida. Predominant property type includes market rate and Tax Credit apartments.

### **Beshears & Associates, Tampa, FL (April 2010-February 2015)** **Senior Analyst**

Beshears & Associates provides commercial real estate appraisals, brokerage and consulting throughout Florida and Georgia. The firm consults on over 650 commercial properties annually.

#### **Primary Responsibilities**

- Commercial real estate appraiser providing valuation and market analysis services for a wide variety of property types including hotels, apartments, condominiums, office and industrial.

### **FortGroup Development, St. Augustine, FL (March 2000 – December 2009),** **President**

FortGroup Development was founded by Dave Fort and was one of the first multifamily developers in the U.S. to recognize that there was a large, untapped market for quality student housing. This is a development niche that remains strong to this day. FortGroup was the industry leader from 1997 to 2010 in the creation of themed, conceptual, resort-style communities that caters to college students and young adults.

#### **Primary Responsibilities**

- Key member of a team that developed over 2,100 upscale, off-campus student housing apartment units, in five states. Progressively contributed to the growth of the company, serving in various capacities including Director of Acquisitions (2000-2005), Vice President of Development (2005-2007) and President (2007-2009).
-

- Led the acquisition process with primary responsibilities including market identification, site selection and contract negotiations.
- Developed financial models to test project feasibility and for use in debt and equity financing packages. Prepared annual operating budgets for several proposed and existing assets.
- Actively involved in the procurement of construction and permanent financing as well as private and institutional equity. Lead role in securing \$22.3 million in equity and \$116.7 million in construction financing for 4 development projects from 2005 to 2009.
- Managed in the site engineering and land entitlement process. Involved in construction draw administration during project construction.
- Represented the company during the sale of a portfolio of five student housing properties containing 1,524 units and 4,477 beds. Realized total proceeds of \$191.2 million at closing, which was over 95% of the list price of \$201 million.

**Integra Realty Resources, Tampa, FL (July 1994 – March 2000)**  
**Senior Appraiser**

Integra Realty Resources, Inc. (IRR) provides world-class commercial real estate valuation, counseling, and advisory services. Routinely ranked among leading property valuation and consulting firms, they are the largest independent firm in the industry in the United States, with 66 local offices coast to coast and in the Caribbean.

**Primary Responsibilities**

- Provided valuation, feasibility and market analysis services for a wide variety of commercial property types, including office, retail, industrial, multifamily, condominiums, subdivisions, golf courses, conservation easements, vacant land and special-purpose properties.
- Specialized in multifamily properties including conventional, student housing, tax credit and bond financed projects.
- Utilized Argus lease analysis software for modeling office, retail and industrial properties.

**KPMG Consulting, St. Petersburg, FL (January 1993 – July 1994)**  
**Research Analyst**

KPMG is involved in every stage of the real estate asset and investment lifecycle, and offers experience in working with all levels of stakeholders throughout the real estate industry.

**Primary Responsibilities**

- Performed market and financial research and analysis for real estate, hospitality, and sports related feasibility studies and general consulting engagements throughout the United States.

**Education and Training**

- **MBA**, University of Tampa
- **Bachelor of Science – Landscape Architecture**, West Virginia University
- **Real Estate Training**: Over 360 Hours in specialized real estate education.

**Licensure**

- Real Estate Sales, State of Florida
- State Certified General Appraiser, State of Florida

**Affiliations**

- MAI Member of The Appraisal Institute

**References Available Upon Request**