

# JEFF GOLDSHINE

MULTIFAMILY REAL ESTATE  
CONSULTANT, EXPERT WITNESS, CPM

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## ABOUT

Throughout my career, I've managed over 70,000 units and worked with owners, developers, property management providers, REITs, and others on a wide range of management issues. My decades of experience afford clients a broad perspective and deep understanding of the many factors that influence multifamily management, investment, and development. My focus is to help owners, developers, and management companies develop and execute approaches that measurably improve the bottom line and maximize asset value of any size.

## EDUCATION

The George Washington University  
*BA, Political Science*

## EXPERTISE

- Asset Management
- Due Diligence
- Property Management
- Financial Analysis
- Forecast
- Organizational Analysis
- Industry Trends Analysis
- Expert Witness
- SWOT Analysis
- Speaking Engagements
- One-on-One Consultation
- Market Analysis/Survey
- Business Plan Development

## PUBLICATIONS AND PRESENTATIONS

Panelist, Fair Housing Conference,  
AOBA, Washington DC

Panelist, NMHC Conference and Multi-Housing World Conference

Panelist, Property Management Association,  
Best Practices in Property Management

Panelist, Marcus & Millichap Multifamily Forum,  
Strategies To Maintain Happy Property Managers, Tenants and Owners

Panelist, YARDI Yieldstar Revenue Management Conferences

Panelist, Marcus & Millichap Multifamily Forum,  
Mid Atlantic-Devising Management Strategies

Author: *Multifamily Florida, Superior Property Management: Do you know what it looks like*

Author: *Real Estate Forum, Emphasize Property Revenue, not Occupancy*

## EMPLOYMENT

**GOLDSHINE MANAGEMENT CONSULTING, LLC**  
PRINCIPAL | DEC 2020 - PRESENT

**GATES HUDSON**  
REGIONAL VICE PRESIDENT | 2019-2020

**NOVO PROPERTIES**  
PARTNER, MANAGEMENT SERVICES | 2015-2019  
CHIEF OPERATING OFFICER | 2014

**MIDDLEBURG MANAGEMENT**  
PRESIDENT | 2014-2015

**BLUELINK, LLC**  
EXECUTIVE VICE PRESIDENT | 2013

**REAL ESTATE MEDIA LAB**  
INDUSTRY PRINCIPAL | 2012-2013

**FINLAY MANAGEMENT, INC**  
PRESIDENT, CONSULTANT | 2011-2012

**MISSION RESIDENTIAL**  
PRESIDENT | 2008-2011

**STELLAR ADVISORS**  
CHIEF OPERATING OFFICER | 2007-2008

**CHANDLER MANAGEMENT CORP**  
CHIEF OPERATING OFFICER | 2006-2007

**CAPREIT, INC**  
SENIOR VICE PRESIDENT,  
DIRECTOR OF MANAGEMENT | 1993-2006

**ARTERY PROPERTY MANAGEMENT**  
EXECUTIVE VICE PRESIDENT,  
PRESIDENT | 1984-1993

## CERTIFICATIONS AND AFFILIATIONS

**CERTIFIED PROPERTY MANAGER**  
INSTITUTE OF REAL ESTATE MANAGEMENT

**INSTITUTE OF REAL ESTATE MANAGEMENT**  
MEMBER

**APARTMENT AND OFFICE BUILDING ASSOCIATION**  
PAST BOARD MEMBER

**NATIONAL MULTI-HOUSING COUNCIL**  
PAST BOARD MEMBER

**LANDLORD-TENANT COMMISSION,**  
**MONTGOMERY COUNTY, MD**  
PAST MEMBER

**VIRGINIA TECH PROPERTY MANAGEMENT**  
**ADVISORY BOARD**  
PAST MEMBER

*Full CV available upon request*