

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: *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