

# ANDREA L. MOLINA

842 Sevilla Ave · Coral Gables · Florida · 33134  
Andrea.L.Stava@gmail.com · 305.898.5455

## BIOGRAPHY

Originally from the Chicago area, I have lived in the Miami area since graduating with an Economics degree from Dartmouth College in 2006. I married my husband, who grew up in Miami, in 2010, and sealed my status as a permanent transplant. We first lived in Miami Beach and Brickell, and eventually when we wanted to start our family, bought a house in Coral Gables, where we have lived since 2011. We have three children age 3 and under, and enjoy walking to many of Coral Gables beautiful amenities, including Salvador Park, the Venetian Pool, the Youth Center, the Biltmore hotel, and last but not least Miracle Mile.

Professionally, I have worked in the field of Commercial Real Estate for 9 years. I began my career as an analyst for the dominant team selling investment retail properties in the Southeast at CBRE and worked with that team for 6 ½ years, leaving as their senior analyst. In that role I analyzed over one hundred retail and mixed use properties. I transitioned to my current role at Terranova as the Director of Acquisitions, evaluating acquisition opportunities, arranging and managing institutional partnerships, valuations, and financing for our portfolio of over \$1 billion in assets. As the owner of the largest share of properties on Miracle Mile and Lincoln Road, I have enjoyed the ability to work with real estate that is not only an investment, but important to the character of my community.

## WORK EXPERIENCE

Terranova Corporation, Miami Beach, FL  
January 2013 – Present  
Director of Acquisitions

Responsible for originating, underwriting and executing institutional partnerships, financing, acquisitions, and dispositions. Responsible for strategy to realize optimal value when buying, selling and financing real estate assets. Led the acquisition of over \$400 million in commercial real estate and secured over \$100M in commercial real estate financing.

**CB Richard Ellis / Blackrock Retail Property Advisors**, Miami, FL  
September 2006 - January 2013 (BRPA acquired by CBRE in November 2007)  
Financial Analyst – National Retail Investment Group Team

Property and transaction marketing and valuation, including property underwriting, financial analysis and modeling, creating marketing materials and offering memorandum, and facilitating due diligence.  
Underwrote the successful sale of over 60 retail properties totaling over 12 million square feet, with an aggregate sale price exceeding \$1.4 billion.

**Lucky Magazine/ Condé Nast Media Group**, Los Angeles, CA  
July-August 2005 *Advertising Sales Assistant*

**Chanel**, Bal Harbour, FL  
February-May 2005 *Business Management Intern*

**Stax, Inc.**, Chicago, IL  
Summer 2003, December 2003 *Consulting Research Associate*

## EDUCATION

**Dartmouth College**, Hanover, NH – B.A. in Economics, 2006  
Leadership & Activities: Big Brother/Big Sister Mentoring Program, Leadership Discovery Program, Language Study Abroad Program: Berlin, Germany