

Developing Leader Profiles . . . People you Need to Know



Name: Christy Wold

Company: CA Ventures

Position: VP of Acquisitions – CA Senior

Age: 29

Education: University of Michigan

Years in Real Estate: 8

1. What are your current responsibilities and background?

To help grow the development pipeline for CA Senior. I dig in to markets, analyze demographics and find land for development and acquisition opportunities in the US for senior living communities.

I started my career managing a hotel for Marriott International in Oak Brook. Following that, I worked at Tishman Speyer for 5 years in property management. I wanted to try the investment side of the business so I decided to work at Avison Young with their capital markets team before joining CA Ventures.

2. Who has been the biggest influence in your career so far?

My Father – I am inspired by his passion for real estate and enthusiasm to learn and dial in on each investment and understand a market. He brings excitement to the process, is straight forward and knowledgeable, and doesn't take himself too seriously.

3. What are the three most important qualities you think a real estate young professional should possess?

You have to be eager to learn, hardworking and not take yourself too seriously – have fun!

4. What is the most important lesson you have learned during your career thus far?

Surround yourself with good people from whom you can learn and with whom you can have fun!

5. Where do you see yourself in 5-10 years?

10 years is too far for me to predict. I have had a few different real estate jobs and worked on many different asset types over the past 8 years so I am excited to stay put at CA Ventures and continue to learn, grow the pipeline, find new investment opportunities with my team, and close

a bunch of deals. I am excited to meet new people, learn new markets and challenge myself constantly.

6. How long have you been involved with NAIOP and what do you view as the benefits of your NAIOP Developing Leader membership?

I have been involved with NAIOP for about 2 years. I joined when I started working at Avison Young, when I recognized the need to grow my network in order to start generating business and understand the investment market. Through NAIOP I have been able to make new friends and create a network of trusted professionals to share insights and grow my career with as we all advance in the industry together.

7. What networking advice can you offer young professionals to help advance their careers?

Don't be afraid to ask someone out for coffee or a drink, even if you don't know them. It can be fun to meet new people and learn their perspectives of the real estate industry. Also never settle! If you are interested in another area of real estate (or even an entirely different industry) – explore it! Don't waste time complaining about the status quo, make a change.

8. Outside of work, how do you enjoy spending your time?

Spending time with friends, usually eating (and drinking) – I love trying new restaurants of all types all over the city. I love to travel and am always on the go or planning my next adventure.

9. What's your favorite building in Chicago?

222 N. LaSalle and The Franklin are my favorite buildings. The lobbies are beautiful and they feel like “home” to me as they were the 2 buildings I managed in my property management career. I loved working with the people at these buildings and had the opportunity to be a part of some of the exciting changes – new restaurants, amenities and tenants, lobbies etc. I am always excited to pass them during my commutes or stop by when I am in the area.

NAIOP

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