

JAKE M. GOLDSTEIN

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EDUCATION

The Pennsylvania State University

Smeal College of Business

Bachelor of Science in Accounting

Minors in International Business and Real Estate Analysis and Development

University Park, PA

Class of 2027

GPA 3.40/4.00

IES Abroad

Area and Language Studies

Rome, IT

Spring 2026

GPA 3.90/4.00

RELEVANT EXPERIENCE

Cushman & Wakefield

Summer Analyst

East Rutherford, NJ

Jun 2026 – Aug 2026

- Sourced a leasing & capital markets opportunity in Wayne, NJ, running submarket comparables for a deal currently being pursued
- Built a prospect list of 200+ potential tenant contacts to support cold-calling and business development outreach in Northern NJ
- Assisted brokers in underwriting investment sales and leasing opportunities by analyzing property financials and market research
- Shadowed senior brokers during client meetings, property tours, and live deal negotiations, gaining firsthand exposure to transactions
- Conducted market research, prepared CoStar reports and lease summaries while maintaining Salesforce records of all transactions

Old State Realty

Executive Director of Finance | Executive Director of Marketing | Team Lead

University Park, PA

Nov 2024 – Present

- Led a team of 15 analysts through end-to-end real estate development underwriting, including market research, due diligence, pro forma analyses, syndication models, equity waterfalls, debt assessments, and final investment recommendations, placing 1st
- Elected Director of Finance and Director of Marketing, directing financial planning, budget allocation, grant funding initiatives, alumni relations, and strategic marketing efforts to strengthen organizational operations and expand overall student engagement

Corcoran Center Case Competition at Boston College

Finalist (Placed 4th of 50 Nationally)

University Park, PA

Mar 2025 – Apr 2025

- Created a detailed design and development plan for a 24,000-square-foot, affordable housing development aligned with zoning, and affordability requirements. While addressing the unique needs and cultural significance of the local Jacksonville community
- Conducted due diligence, while assisting in financial modeling, and asset positioning for an affordable housing development

ICSC Case Competition

Finalist (Placed 2nd Nationally)

University Park, PA

Nov 2025 – Nov 2025

- Planned a full development and remerchandising strategy within a week for Britton Plaza by evaluating existing leases and restructuring anchor locations, curating a new tenant mix, and designing walkable community spaces to improve foot traffic
- Assisted in the leasing and financials, projecting double the NOI and achieving a 5.58x MOIC with a 18.65% IRR, ensuring feasibility

Penn State Accounting Society

Member

University Park, PA

Sep 2024 – Present

- Participate in firm-sponsored events with industry professionals across audit, tax, and advisory to build broader accounting knowledge

LEADERSHIP EXPERIENCE

Penn State Realty Association

Co-Director of Education

University Park, PA

Jun 2025 – Jan 2026

- Led weekly meetings for 75 students aiding in educational programs by integrating case studies, market talks, and guest speakers, equipping members with the foundational knowledge in property valuation, investment analysis, and real estate terminology
- Collaborated with executive board and university administration to coordinate venues, manage resources, and implement marketing strategies, enhancing mentorship engagement, event turnout, conducting mock interviews, and the impact of educational initiatives

Nye Surf School

Co-founder | Instructor | Volunteer

Beach Haven, NJ

Jun 2022 – Present

- Co-founded and grew a profitable surf school, teaching 50+ students while managing operations, finances, and client services
- Ran Google & Facebook ad campaigns, increasing seasonal enrollment by 25% while maintain personalized customer relationships

Campus Standard

Founder

Westfield, NJ

Nov 2023 – Present

- Founded a profitable merchandise company generating \$10,000+ in sales across 6+ organizations and multiple campuses
- Managed design, vendors, and fulfillment for 200+ merchandise items, ensuring high-quality, on time delivery and repeat business

Tau Kappa Epsilon Fraternity

THON Family Relations Chair | Head Rush Chair | Head Merchandising Chair

University Park, PA

Nov 2023 – Present

- Serves as the primary liaison between the fraternity and THON families, ensuring precise and consistent communication while fostering solid relationships, overseeing the planning and execution of impactful THON events, and providing regular updates
- Led recruitment efforts by organizing events, managing logistics, managing a 50-member committee, developing strategies, and promoting the organization through social media to increase overall membership and foster a more inclusive environment

SKILLS & INTERESTS

Skills: Working knowledge of: Microsoft Excel, PowerPoint, CoStar, and Argus, NJ & NY Real Estate License (Pending)

Interests: Guitar, Surfing, THON, Skiing, Traveling, Soccer, Lacrosse, Football, Fitness, Cars, Saxophone, and Cooking