

# Gabriela Ramos Figueroa

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*Recent Columbia graduate with a dual MSRED and M.Arch, with hands-on experience in zoning analysis, feasibility studies, and financial modeling for residential and mixed-use projects in NYC. I pair predevelopment analysis with design fluency, moving between a proforma and a set of drawings without losing sight of either. Bilingual in English and Spanish.*

## EDUCATION

**Columbia University | New York, NY** Dec 2025

*Master of Science in Real Estate Development (MSRED)*

*Master of Architecture (M.Arch)*

Relevant Coursework: RE Finance I-III, Capital Markets, Affordable Housing Finance, Multifamily Valuation, Financial Modeling, Leasing Analysis.

**University of Wisconsin–Milwaukee | Milwaukee, WI** Dec 2020

*Bachelor of Science in Architecture*

## DEVELOPMENT EXPERIENCE

**Architectural Designer (Predevelopment Focus) | AMPOPS | New York, NY** May 2024 – Present

*Design-development practice focused on residential and mixed-use. Led predevelopment analysis, including zoning studies, financial modeling, and test-fit programming for projects from 4,000 to 40,000 GSF across Brooklyn, Manhattan, and Queens.*

- **Zoning & Feasibility:** Produced 12 feasibility packages with NYC Zoning Resolution lookups, FAR/ZFA calculations with common area deductions, and bulk constraint summaries paired with Revit massing and unit test-fits. Six packages converted to commissioned design work.
- **Financial Modeling:** Built Excel development proforma with sensitivity analysis modeling IRR against construction cost, sales value, market growth, and loan-to-cost ratio. Includes cash flow projections with promote structure, equity multiple, and profit calculations. Principal uses the tool to evaluate acquisitions.
- **Predevelopment Coordination:** Led analysis and massing for a 57-unit mixed-use building in Brooklyn (R6/C2-4 overlay) with FRESH grocery and community facility. Managing the project from schematic design through construction documents.
- **Project Delivery:** Produced construction documents for 16 projects spanning educational, residential, and commercial programs. Coordinated MEP/structural consultants and managed vendor procurement.

**TerraNueva | Capstone Winner | Columbia MSRED | New York, NY** Jan 2025 - May 2025

*517-unit, 100% affordable mixed-use development on a 70,942 SF waterfront site in Inwood. \$456.3M TDC, fully publicly financed. Presented to a jury including Fifth Avenue Committee, Alloy Development, LISC, and NYC Planning Commission.*

- **Zoning & Yield:** Led zoning analysis for a C6-2 site within the Special Inwood District and Waterfront Access Plan, maximizing buildable area to 521,698 SF, including a 10,916 SF FRESH bonus. Designed 24-story massing compliant with shoreline setbacks, tower height differentials, and podium stepdown requirements.
- **Market Research & Unit Mix:** Developed unit mix across five AMI bands (37-100%) plus a 15% formerly homeless set-aside, programming 517 units with over 55% two-bedroom or larger. Conducted market analysis, including rent burden data and comparable affordable projects to validate demand.
- **Pro Forma:** Built rent roll by AMI tier and modeled 15-year operating pro forma projecting \$10.2M stabilized NOI, 4.6% yield on cost, and DSCR growing from 1.15 to 1.42. Stress-tested vacancy, cost escalation, and expense growth.
- **Capital Stack:** Structured \$456.3M capital stack using 4% LIHTC and SLIHC equity (\$128.7M), HFA first mortgage (\$111.4M), HPD/HDC ELLA (\$76.9M), HCR programs (\$93M), and NYSERDA grants. No developer equity.

## ACADEMIC & RESEARCH EXPERIENCE

**Research Fellow | Mobile Design Box, UWM | Milwaukee, WI** May 2020 - Dec 2020

- Conducted community engagement for vacant storefront activation on Milwaukee's Mitchell Street corridor, including five stakeholder interviews in English and Spanish; collaborated with BID stakeholders on pop-up programming strategies.

**Teaching Assistant, Core I Mentor | Columbia University | New York, NY** Sep 2023 - Dec 2023

- Mentored M.Arch students through design development. Coordinated studio reviews and curated project exhibitions.

**Architectural Intern | The Design and Build Group | Wayne, NJ** Apr 2021 - Apr 2022

- Prepared construction drawings and code-compliance documentation for residential renovation projects.

## SKILLS

**Technical:** Excel Financial Modeling (proformas, sensitivity analysis, cash flow projections), Argus Enterprise (Certification in Progress), CoStar, CompStak, ACRIS, Microsoft Suite, Autodesk Revit (Certified), AutoCAD (Certified), Adobe Creative Suite, BIM Coordination.

**Real Estate & Finance:** Proforma Development, Zoning/Yield Analysis, NYC Zoning Resolution, LIHTC/Affordable Housing Programs (HPD, HDC, HCR), Market Analysis, Comparable Research.

**Languages:** Spanish (Native), English (Fluent).