



Joan Sapienza

Vice President

PROFILE

With a background in research, market analysis and tenant rep brokerage, Joan has over 15 years of valuable real estate industry experience. At FD Stonewater, Joan oversees the firm's research department and supports our clients in coordinating market intelligence to identify opportunities and in structuring transactions that best achieve their objectives.

PREVIOUS EXPERIENCE

Project Associate, Studley, Inc. **Washington, DC 2005 - 2012**

As a member of a 9-person brokerage team, Joan was involved in a multitude of activities from assisting in new business development, managing client relationships, lease abstraction, subleasing space, tracking market data and maintaining relationships in the Washington, DC real estate community. With a focus on tenant representation, Joan worked with clients in Washington and around the country in determining continued space needs, conducting market surveys and building tours, managing the lease proposal process and producing marketing collateral. Efforts included calling targeted prospects and distributing weekly activity reports. Joan acted as team liaison with brokers/developers and economic development authorities in order to gather market data and incentive information.

Research Manager, Studley, Inc. **Washington, DC 2000 - 2004**

As the research manager for a 35-broker office, Joan analyzed a broad range of office market conditions including demand levels, development activity, vacancy rates, rental rates, concession packages, absorption and sales pricing and produced Studley's quarterly report and Studley Effective Rental Index. Maintained and substantially expanded a proprietary database of lease and sales comparables as well as building stacking plans. Served as the president of the Washington, DC Commercial Market Research Committee.

Research Manager, CoStar Group **Washington, DC 1998 - 1999**

Joan supervised a team of 8 research analysts responsible for data on the Washington and Baltimore markets. Duties included conducting market analyses including vacancy rates, absorption statistics, space additions, and market share for publication in CoStar's database as well as special contributions to the Washington Post and other news outlets. Joan organized and led the process for delineating and creating submarket maps weighing input from the local brokerage community. Special assignments included testing CoStar's pilot field research project in Philadelphia and launching CoStar service in multiple markets across the country including Houston, San Diego, Phoenix and Atlanta.



Education

*Johns Hopkins University
MS - Real Estate*

*University of Rochester
BA - Political Science*

Certifications / Affiliations

LEED AP

*Salesperson License DC, VA
Commercial Real Estate Women*