



KATHY WOODARD
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GOALS

To achieve an RPM, Operations Director, or Training Director position within a growing company that will allow me to lead, motivate, and manage a portfolio of dynamic property managers towards award winning performance levels.

SKILLS

It is my pleasure to enjoy and service every aspect of our industry. I specialize in “fixing” distressed properties, occupancy jumping, staffing, training, and shepherding teams towards high occupancy goals, and surpassing financial goals. Property Management is my “Super Power”

VOLUNTEER

Triangle Apartment Association: Education, Membership, Government Affairs, Products & Service, PR and Community Outreach Committees.
 AANC Membership, State Suppliers, and 2022 Education Conference Sub Committee
 NAA Technology Committee

EXPERIENCE

**PROPERTY MANAGEMENT PROFESSIONAL • TRIANGLE, NC
 1987 TO PRESENT**

My career includes twenty-five years of experience in the property management industry, including training, development, marketing, management of multi-site teams, and development strategies to improve overall portfolio performance with significant experience related to acquisition transitions, occupancy jumping, systems training and operations management.

6 & FIX HEATING AND COOLING; MULTIFAMILY DIRECTOR • 10/5/2019 TO PRESENT

Responsible for multifamily community sales and accounts totaling \$1.2 million in sales YTD. Represent the company throughout the Triangle Apartment Association, AANC, and NAA. Offer Gamechanger classes to clients, train and facilitate.

WAYPOINT MANAGEMENT NATIONAL OPERATIONS • 2/1/2018 TO 9/30/2019

Responsible for training and supporting \$3.2 billion in assets across 22,000 units. Acquisition staff trainer on all property operations during transitions. Identify trends and leasing velocity, develop strategies to achieve targets and maximize performance goals.

EDUCATION, AWARDS, & LEADERSHIP

- NAAEI Faculty since 2018
- Yardi/Rent Café' Academy since 2017
- NAA CAPS Certified since 2013
- NAA CAM Certified since 1988
- CFC Technician Certified since 2013
- CPO Certified since 2019
- Grace Under Fire Recipient 2015
- Pinnacle Award Winner; CAM of the year 1997



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KATHY WOODARD
PROPERTY MANAGEMENT | EXPERIENCE

CAPITAL CREEK AT HERITAGE • WAYPOINT RESIDENTIAL • 2/1/2018 TO WO (PROMOTED)

Increased occupancy from 75% to 98% on a newly acquisitioned 214 unit lease up community. Responsible for every aspect of managing a \$2.9 million-dollar asset in a competitive market. Promoted to National Operations and simultaneously managed Capital Creek while traveling the nation as an Operations Specialist.

ARDMORE RESIDENTIAL • 5/2016 TO 2/2018

Multisite Manager - Increased occupancy at Ardmore Heritage from 89% to 97% on a newly acquisitioned 260 unit lease up community and stabilized for 10 consecutive months. Recruited, hired, trained entire staff at Ardmore Heritage, Ardmore Pointe and Ardmore Kings Grant.

FALLS POINT AT THE PARK • NRP GROUP • 8/2015 TO 4/2016

Responsible for every aspect associated with managing Durham's largest \$40 million-dollar LIHTC/Affordable housing community of 312 apartments. Increased occupancy to 96% and maintained it there while hiring, staffing, and training newly motivated successful team to prepare for property sale and transition to Fairfield properties. Grace Under Fire Award Winner

THE FOREST APARTMENTS • LMS • 10/2014 TO 8/2015

Increased occupancy from 72% to 96% in a 6-month time period on a 35-year-old distressed property. Raised rents five times across the board, reduced delinquency to 2%, decreased total expenses by 20%. Increased NOI 45%. Closed the gap between Physical Occupancy and Economic occupancy. Personally, responsible for 70 new move ins'. Changed demographics and supervised 30+ Corporate Housing apartments. Trained new motivated staff for transition during acquisition to The Sterling Group.

BRIDGES AT WIND RIVER • FAIRFIELD PROPERTIES • 4/2014 TO 10/2014

Supervised staff of 10 on a 346 Class A property in Brier Creek during renovations to prepare for acquisition to Kettler Properties.

WOODLAND CREEK TOWNHOMES • DRUCKER & FALK • 3/2013 TO 4/2014

Increased occupancy from 88% to 95% in 6 months on a 40+ year old distressed property. Increased rents twice across the board, closed the back door on renewals, reduced delinquency. Decreased expenses by 15.5%. Increased NOI 52.3%. Hired, staffed and trained new motivated successful team and trained my own replacement prior to contract expiration. I hired and trained the current Manager as a Leasing Consultant 7 years ago and I taught that Managers CAM class.

ALDEN PLACE AT SOUTH SQUARE • ACQUISITION • 512 units • 12/2012 to 3/2013

PALMS AND ASSOCIATES • ACQUISITION • 136 UNITS • 12/2011 TO 7/2012

SEDGEWOOD GREEN APARTMENTS • ACQUISITION • 228 UNITS • 1/2005 TO 12/2008

Contract CAM & Leasing. Increased occupancy from 81% to 98% on a renovation property and assisted in the smooth transition of an acquisition. Successfully transferred a fully occupied, fully trained staff to new management company, while maintaining resident retention and increasing rents.

