Sam Lawhead

Experience

CBRE Portland, OR

First Vice President, Capital Markets 2026–Present

- Recruited by CBRE to continue the institutional advisory work I did at Newmark, then tapped to help implement AI across the firm. Serve on CBRE's AI Implementation Committee.
- Leading development of two internal applications that unify customer, asset and market data, automate document parsing and financial modeling, integrate ML APIs, and generate investor presentations.

Newmark Portland, OR

Managing Director, Capital Markets 2021–2025
Director, Capital Markets 2019–2021
Associate, Capital Markets 2013–2019

- Senior member of Newmark's Pacific Northwest Capital Markets team, the largest in the region, working across all property types, including multifamily, office, industrial and data centers.
- Executed $3B in total transaction volume, including real estate investment sales and joint venture equity raises to fund acquisitions and development.
- Marketed investment opportunities to and raised equity from family offices, insurers, private equity firms, pension funds and high-net-worth investors.
- Underwrote real estate investment opportunities and oversaw transaction due diligence, building detailed financial models informed by property analysis, market conditions and broader economic trends.
- Conduct investor presentations and represent Newmark at investor and industry events, including conferences.

Housing + Markets Portland, OR

Founder 2025–Present

- Write Housing + Markets, publishing analysis of capital markets, technology, real estate and financial history for more than 14,000 subscribers. Ranked #7 on Substack's Rising list in October 2026.

Contact

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Skills

Advanced Financial Modeling in Excel (DCF, NPV, IRR and Debt Sizing)

Advanced Data Analysis with Python and SQL

Vibe Coding and AI-Assisted Software Development

Capital Raising: JV and Preferred Equity for New Development and Acquisitions

Deal Negotiation and Capital Structuring

Education

MACHINE LEARNING BOOTCAMP
University of Washington

MBA, FINANCE
Portland State University

BACHELOR OF ARTS
University of Montana

Writing + Code

- **Housing + Markets**
- **Work + Coding Portfolio**
- **GitHub**