

ETHAN SURFAS

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EDUCATION

New York University, Schack Institute of Real Estate

M.S. Real Estate, Concentration in Finance and Investments | GPA 3.8

New York, NY

December 2026

Tulane University, A.B. Freeman School of Business

B.S. Finance

New Orleans, LA

May 2025

EXPERIENCE

PrimeSpace Capital

New York, NY

AI Operations Associate

May 2026 – Present

- Own firm-wide AI implementation across acquisitions, asset management, and construction: map team workflows, identify manual work, and ship internal tools to replace it
- Shipped 4 internal tools in production, used by 15+ team members, replacing manual processes and reducing third-party software spend
- Built a competitive pricing report pipeline that ingests OneDrive-synced PDFs and outputs structured comp data for underwriting
- Designed TractIQ API integration pulling ownership, pipeline, and supply data directly into the underwriting workflow
- Built accounting automation mapping CubeSmart / Extra Space / Public Storage PM financials to the internal journal-entry template
- Evaluated and deployed Claude Team plan firm-wide; standardized successful workflows and trained teams on adoption

Acquisitions Analyst

January 2026 – Present

- Screened 500+ development and conversion sites across 40+ MSAs; authored 20+ investment committee memos representing \$200mm+ in underwritten project cost
- Led zoning and entitlement diligence across dozens of jurisdictions (NYC, LA County, NJ, FL, GA, and others); drafted LOI/PSA terms including escalating entitlement-period extension structures
- Submitted +10 LOIs; supported PSA negotiation and IC review from screen through offer

CoStar Group

New York, NY

Visual Lease

September 2025 – January 2026

- Sold Visual Lease lease-accounting and administration software to commercial real estate occupiers and owners; ran discovery calls and product demos against customer workflows
- Built the workflow-mapping and requirements-gathering habits now used to scope internal AI tools at PrimeSpace

SELECTED SOFTWARE BUILDS

Feature.graph - AI-native development environment

2026

- Built an AI-native development environment integrating Claude Code/Codex, terminal execution, live app preview, GitHub state, and feature-level change tracking
- Designed an interactive project map that organizes codebases around product capabilities and active changes; use it as my primary environment to ship software

FlipTarget - residential investment screening SaaS (fliptarget.homes)

2025 - 2026

- Founder; built ARV scoring and photo-condition vision models end-to-end with Claude Code, Supabase, and the Anthropic API; launched to first paying subscriber

SKILLS

- AI / Software: Claude Code and AI coding agents, Anthropic API, Supabase, API integration, workflow automation, requirements gathering, deployment and user adoption
- Real Estate: development underwriting, DCF and comp analysis, IC memo authorship, zoning / entitlement diligence, LOI / PSA drafting; Excel, CoStar, Radius+, TractIQ
- Training: ACRE Real Estate Financial Modeling Accelerator