

Winston Chou
Managing Partner

Winston is a real estate entrepreneur with 10 years of experience. Winston is currently the Managing Partner of Arete Capital Group, LLC and is also serving as the external CIO for a Student Housing fund, Rumah Capital, LLC. Upon Co-Founding Arete Capital Group, Winston transitioned out of an institutional real estate career, most recently with Sage Realty and Cohen Equities. Winston was originally brought on by Sage Realty to start a value-add acquisition platform. Due to longevity of the effects of COVID-19, this role quickly evolved into a defensive asset management role. Winston was responsible for the internal forecasting and asset management planning of a 2.8M SF portfolio of Class-A office in Manhattan valued at over \$2B. Prior to Sage Realty, Winston managed the acquisition process, as well as a ~500,000 SF open-air retail portfolio with Cohen Equities. Winston's responsibilities included underwriting, due-diligence, business plan forecasting and maintenance, annual budgeting and oversight of property management and leasing agents. In addition to an institutional background, Winston has built his career and experience through an extensive consulting background. Winston initially started consulting by underwriting SFR investment properties to be used as short-term and long-term rentals, eventually transitioning into commercial underwriting and business plan formation, with a focus in self-storage and multifamily. To date, Winston has advised on over \$140M in acquisitions (\$10M SFR, \$100M Self-Storage and \$33M in Multi-Family). Through this process, Winston has underwritten over 2M SF of Self-Storage, 2M SF of Multifamily, 1M SF of Retail and 250,000 SF of SFR.

Winston holds a BBA in Real Estate Finance from UCF and MS in Real Estate Development from New York University.

