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2020 Ones to Watch: Jason Morgan, Morgan Properties

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Name: Jason Morgan

Company: Morgan Properties

Title: Principal

Education: Bachelor of Science in Economics with a concentration in Finance and Real Estate from The Wharton School at the University of Pennsylvania, Magna Cum Laude.

Which project, deal, or transaction was the “game-changer” in the advancement of your career?

I helped spearhead our recent, months-long acquisition of Morgan Communities, a complex portfolio transaction that resulted in Morgan Properties acquiring nearly 95 apartment communities encompassing approximately 18,000 units across eight states. This transaction took Morgan Properties’ total portfolio to 300 apartment communities and more than 75,000 units in 15 states, making it one of the five largest multifamily owners in the U.S., and solidified the company’s position as the largest multifamily owner/operator in New York, Pennsylvania, and Maryland. It also brought Morgan Properties’ total acquisition volume in 2019 to over \$3 billion, our largest year since the company was founded.

How do you contribute to your community or your profession?

I’m passionate about positively impacting the many communities Morgan Properties serves through the company’s “Caring, Sharing, Giving” charitable initiative. The program aims to increase awareness and support for exemplary organizations and causes. Two activities I supported in 2019 benefited Alex’s Lemonade Stand Foundation (ALSF) and Habitat for Humanity. I currently serve as a board member for Federation Housing, an organization that develops and manages quality, affordable, independent living communities for low and moderate-income seniors. There is a huge affordability problem in this country and I’m committed to helping in any way I can.

What do you like most about your job?

I’m proud to work for a company that enhances the living experience for thousands of residents. I ensure Morgan Properties always stays one step ahead of its competition by investing back into its apartment communities and providing best-in-class services and amenities at an affordable price. I’m also a firm believer that Morgan Properties’ success is a direct result of its people. Providing Morgan’s more than 2,000 employees opportunities for career advancement and creating an environment where people want to work is extremely rewarding.

What can our political leaders do to increase equality in the workplace?

To increase equality in the workplace, our political leaders should be focusing on two key areas:

Diversity in senior positions: Local and state governments should incentivize corporations to promote diversity in senior leadership roles and board of advisor positions to provide a different viewpoint and propel the business forward.

Government-paid or mandatory maternity leave: Ensure every large corporation is providing its employees with paid maternity leave. Studies show that women are more likely to return to their jobs after taking paid maternity leave, and corporations often boost their morale, productivity and labor

force attachment as a result.

Who or what inspires you?

My father, Mitchell Morgan, showed me how to be an exemplary businessman, husband and father. Coming from nothing, he sold shoes to pay for his education at Temple University and is the embodiment of tenacity, intellect and grit. He taught me to focus on the risks of a given transaction because the “upside will take care of itself,” and I admire his desire to learn and perfect business techniques. His passion for the industry and commitment to giving back are at the root of everything he does, and these are values he instills in me and Morgan Properties’ over 2,000 employees.

What led you to your current profession?

Growing up in the family business, I always intended to join Morgan Properties. Prior, I worked at Och-Ziff Capital Management in NYC where I focused on equity investments, preferred equity structures, mezzanine financing, and senior loans across traditional and niche real estate asset classes. I also worked in NYC at Goldman Sachs in the real estate investment banking group where I had my hands in different real estate sectors beyond multifamily and gained a solid foundation in capital markets. It was important that I first gain outside experience, and my ability to successfully structure complicated transactions for Morgan is a direct result of my prior financial experience.

What social media platform do you use the most professionally?

The social media platform I use most professionally is LinkedIn. For the real estate industry, LinkedIn is a great platform for connecting with other professionals, staying up on industry news, and recruiting new talent.

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