

Catherine Ellsworth

Director of Property Management

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SKILLS

- Analytical Skills
- Communication
- Property Management
- Budgeting
- Capital Planning
- Yardi
- Fair Housing
- Excel
- NOI Analysis
- Leadership

EDUCATION

Bachelor of Science 05/2012
Middle Tennessee State University
Murfreesboro, TN
Business Administration

CERTIFICATES

Certified Apartment Portfolio Supervisor (CAPS)
08/2016
National Apartment Association

Certified Property Manager (CPM)
05/2018
Institute of Real Estate Management

SUMMARY

Director of property management with 14 years in multifamily operations, leading 4 regional managers and 210 staff across 28 communities and 6,900 units in Tennessee and Alabama. Strong analytical skills in budgeting, NOI and capital planning. Builds clear communication between owners, investors and site teams.

EXPERIENCE

Director of Property Management 01/2022 - Present
Cumberland Residential Partners Nashville, TN
Lead operations for a 28-community portfolio for a private equity-backed owner.

- Lead 4 regional managers and 210 site staff across **6,900** units, with portfolio occupancy at 95.1%.
- Set \$58M in annual operating budgets and present monthly results to investors, with 2025 NOI up 6.4%.
- Integrated 7 acquired communities in 2024, moving them onto Yardi and company policies within 60 days.
- Built a fair housing and leasing training program completed by all 210 employees, with no complaints since.

Regional Property Manager 04/2017 - 12/2021
Music City Living Nashville, TN
Oversaw 8 communities with 2,300 units in Middle Tennessee.

- Cut portfolio turnover from 54% to **46%** through renewal pricing reviews and resident service standards.
- Delivered \$6.5M in renovation programs, raising rents on upgraded units by \$185 a month.
- Promoted 5 assistant managers to property manager through a structured coaching plan.

Property Manager 06/2012 - 03/2017
Brentwood Glen Apartments Brentwood, TN
Ran a 412-unit Class A apartment community.

- Held occupancy at a **96%** average over 5 years while raising effective rents 18%.
- Reduced annual operating expenses by \$140K through utility billing and vendor rebids.
- Reported monthly results in Excel to the asset manager, with variance notes on every line over 5%.