



Carlos Vaz

Co-founder and CEO

Carlos Vaz is a real estate investment expert with more than a decade of experience in value-added multifamily housing. He is co-founder and Chief Executive Officer of CONTI Organization, overseeing strategy, company culture, and business development. Since 2008, Mr. Vaz has been involved in over \$1B of real estate transactions.

Seeing the long-term economic growth trends in Texas, Mr. Vaz moved to Dallas in September 2007, yielding a portfolio of over 1,400 units his first year in the multifamily business. In 2008, Mr. Vaz co-founded CONTI Organization, a real estate investment company specialized in value-added multifamily investments in Texas; providing superior value through a unique blend and emphasis on relationships, focus and performance. He is passionate about building a solid, vertically integrated company with strong core values and proven systems.

Mr. Vaz has received several awards including Real Estate Forum Magazines' 35 Rising Stars in the Industry under the age of 35; Dallas Business Journal's 40 under 40, Middle Market 50 awards and Most Admired CEO Honoree; and was a finalist for the Ernst & Young Entrepreneur of the Year. He has led CONTI to a place on the Inc. 5000 list five times and the Dallas 100 list six times. Mr. Vaz also received D CEO's 2018 Latino Business Award for Outstanding Latino Business (midsize company).

A Harvard Business School alumnus - OPM50, Mr. Vaz is recognized as a thought-leader in the multifamily industry. He is a sought-after speaker at many conference events such as MFE (Multifamily Executive), Crittenden Multifamily, Marcus & Millichap, IMN Conferences, among others. Mr. Vaz is a member of Urban Land Institute (ULI), Young Presidents' Organization (YPO), Real Estate Council of Dallas, Certified Commercial Investment Member institute (CCIM), and a board member of the National Multifamily Housing Council (NMHC) and the Fundação Dom Cabral - Conselho Consultivo Internacional (CCI). In 2015, he completed Stagen's practice-based Integral Leadership Program (ILP); a 52-week high accountability experience focused on Leadership, Execution, and Impact. He is a graduate of Harvard Business School's Owner/President Management (OPM) program and a board member of the Harvard Club of Dallas. He is also in the process of writing his first book.

Born in Brazil, Mr. Vaz came to the United States in 2001 with \$300 in his pocket, a penchant for hard work, the desire to learn and an unrelenting drive to 'Make It Happen'. As a dedicated family man, he enjoys health, faith, family and country. Mr. Vaz and his wife, Lynne Vaz, have three children. Mr. Vaz, his family, and CONTI proudly support a variety of nonprofit organizations like Paper for Water, USMA West Point, Vogel Alcove, and Buckner International, among others.