

W. Scott Rogers

Summary: Eighteen years' experience in underwriting, valuing, and counseling on billions of dollars of investment-grade real estate across the nation, primarily in the Southeastern United States.

Skills: Client Service, Transactions, Underwriting, Analysis and Asset Management

- Customer-Focused Services and Communication
- Acquisitions, Dispositions, Loan and Equity Placements
- Marketability Potential of Property, Addressing Functional, Marketing, Financial and Economic Issues
- Pricing, Opinions of Value, Investment Analysis, and Financial Modeling
- Offering Packages and Presentations to Investors, Lenders and Equity Partners
- Property and Market Tours with Investors
- Bi-Weekly Updates to Clients Regarding Transaction and Marketing Progress
- CCIM, Certified Commercial Investment Member and MAI, Member Appraisal Institute (retired)

Sampling of Transaction Experience:

- **Walgreen's (Atlanta)** – Sale (to a private 1031 investor) of a single-tenant, net leased retail building.
- **Perimeter Center East (Atlanta)** – Sale (to a private 1031 investor) of a single-tenant, net-leased office building.
- **Colonial Plaza Shopping Center (Orlando)** * – Sale (for a NYSE REIT) of a \$54 million, 500,000 SF power center.
- **1945 Broadway (Oakland, CA)** – Sale (to a developer/investor) of a long-term leasehold interest in a 180,000 SF urban retail building for conversion to high-tech office space.
- **ClearChannel Communications (San Diego and Denver)** * - Re-financing (for a private investor) of two single-tenant, net-leased office buildings.
- **Gartner Group (Ft. Myers, FL)** * – Sale (to a private REIT) of a single-tenant, net leased office building.
- **777 Post Oak (Houston)** * – Sale (to LendLease) of a 150,000 SF office building in the Galleria area.
- **FedEx (Alpharetta, GA)** – Sale (to a private 1031 investor) of a single-tenant, net-leased warehouse.
- **Circuit City (Columbus, OH)** * - Sale (to a private investor) of a single-tenant, net-leased distribution center.
- **Peachtree Palisades East (Atlanta)** * - Sale (to a British pension fund advisor) of a 150,000 SF, multi-tenant office building in Midtown.
- **Jacksonville International TradePort (Jacksonville)** * - Sale (to Duke-Weeks REIT) of the remaining 240 acres of sites and raw land in a large industrial park in north Jacksonville.
- **Lucien Pointe (Orlando)** * - Re-financing (for TMW Real Estate) of a 100,000 SF office building in Maitland.
- **Vanguard (AT&T) Cellular (Harrisburg, PA)** * - Sale (to a private REIT) of a 130,000 SF single-tenant office building.
- **One Deerwood (Jacksonville)** * - Pre-sale (to Prudential Insurance) of a 120,000 SF, multi-tenant office building in the Butler/Southside sub-market.
- **University Shoppes (Myrtle Beach, SC)** - Sale (to a public REIT) of a 60,000 SF, Food Lion-anchored center.
- **Shoppes at Pelican's Landing (Naples, FL)** - Sale (to a private 1031 investor) of a 100,000 SF, Publix-anchored retail center.
- **CRI Building (Rockville, MD)** – Sale (with Citicorp Securities team) of a 165,000 SF office building.
- **Lenox Gables (Atlanta)** – Sale (with Citicorp Securities team) of a 375-unit luxury apartment complex in Buckhead, on behalf of United Technologies pension fund.
- **Paces West II (Atlanta)** – Sale (with Citicorp Securities team) of a 370,000 SF office building and excess land in Vinings.
- **North Carolina Thrift Loan Pool (Greensboro)** – Acquisition (with Citicorp Securities team) of a \$168 million pool of performing and non-performing loans.
- **Tysons II (Tysons Corner, VA)** - Re-structuring (with Citicorp Real Estate team) of a \$40 million loan on a suburban Washington, D.C. office building.
- **Citibank United Kingdom OREO portfolio** – Re-structuring (with Citicorp Europe team) of a \$500 (U.S.) million portfolio of 40 properties in urban and suburban London.
- **Glendale Federal Savings Bank portfolio** – Acquisition (with Citicorp Securities team) of an \$800 million portfolio of loans on over 600 California properties.
- **Morgan Keegan Tower (Memphis, TN)** ** – Placement of a \$40 million mortgage on a Downtown high-rise office building.
- **Textron Financial (Pittsburgh)** – Acquisition (with Citicorp Securities team) of a \$70 million pool of loans.
- **Toronto Dominion Bank (Toronto)** – Acquisition (with Citicorp Securities team) of a \$180 million pool of loans in Canada.
- **Citibank Private Bank Group** – Various equity and debt placements with Citibank's Private Banking Group clients, the world's largest network of high net-worth individuals.

* With John Kerby, Executive Vice President, First Fidelity Companies ** With Wes Leline, President, First Fidelity Companies

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Professional Experience

1/97 to
Present

Real Estate Capital Advisors, Inc.- Alpharetta

President/Owner – Real estate investment banking firm specializing in equity sales, debt placements, investment counseling, 1031 exchange representation, and due diligence assignments on behalf of buyers.

2/91 to 12/96

Citicorp Real Estate, Inc. - Atlanta

Vice President – Real estate counseling and due diligence for Citicorp's \$26 billion portfolio of income properties across the nation, with an emphasis on its \$6 billion loan/OREO portfolio in the Southeastern United States (south Florida to Washington, D.C.). Involved in analyzing over \$1 billion in properties annually, from regional malls, office buildings, industrial buildings and parks, hotels and apartments, to special purpose properties such as marinas, golf courses, an open-air stadium and a sewage treatment plant. Duties included due diligence efforts in acquiring portfolios of loans from other institutions, dispositions of OREO properties, re-structures/workouts of existing loans and asset management decisions. Other responsibilities included engaging and reviewing third-party appraisals, market studies, market and property tours, highest and best use analyses, investment analyses and financial modeling.

2/90 to 2/91

Contract Fee Appraiser/Consultant – Atlanta

Contractor – Valuation and counseling of income properties in the Southeastern United States, exclusively with Schultz, Carr, Bisette & Associates, one of Atlanta's premier regional appraisal and consulting firms.

10/88 to 2/90

Landauer Associates, Inc. Real Estate Counselors - Atlanta

Associate – Produced valuation and counseling reports for institutional properties across the Southeastern United States.

6/86 to 10/88

First Fidelity Mortgage Corporation - Atlanta

Vice President – Produced mortgage and equity underwriting packages for lenders and investors for income properties; First Fidelity is one of the Southeast's largest mortgage brokerage firms.

6/85 to 6/86

Merrill Lynch Real Estate Advisory and Appraisal Group - Atlanta

Real Estate Consultant – Produced valuation and counseling reports for institutional properties in the Southeastern and Southwestern United States.

2/83 to 6/85

Harvey E. Hooks & Associates - Atlanta

Associate – Produced appraisal reports involving a variety of income properties in Metropolitan Atlanta.

Education

1981 to 1988

Georgia State University – Atlanta

B.B.A. – Real Estate and Finance – Achieved degree, self-funded, while working full-time
Four CCIM and seven MAI Courses to achieve designations, plus continuing education requirements
CPM Courses, toward Certified Property Manager designation
Proficient in software such as Argus, Pro-Ject, Lotus, Excel, Word, PowerPoint, Outlook and Act

Organizations

CCIM Designation, (Member #4662), Commercial Investment Real Estate Institute (Chicago)
MAI Designation (Retired), (Member #8547) Appraisal Institute (Chicago)
Licensed Real Estate Broker (#165539) (Georgia)
Member (#230564), International Council of Shopping Centers (New York)
Former Part-Time Instructor, Georgia Institute of Real Estate/Atlanta Board of Realtors
Committee Member, Young Life-North Fulton
Member, plus active on Benevolence Committee and Host Team – North Point Community Church