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## **Frederick P. White**

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### ***SUMMARY***

Seasoned investment professional with over 10 years of demonstrated success in debt and equity markets nationwide and driving Real Estate and Capital Market transactions with relevant experience in direct investing, relationship development, negotiations, debt structuring and real estate valuation for all property types.

### ***PROFESSIONAL EXPERIENCE***

**2003– Present**    **TIAA-CREF – Director, Global Private Markets**                      **New York City/Newport Beach, CA**

Current responsibilities include managing the origination process for debt opportunities in the Western U.S. Other responsibilities include supervisory responsibility for associates, project manager for large loan sale pools and co-leading TIAA-CREF's past effort in Socially Responsible direct investments in Real Estate.

- Analyze and negotiate debt opportunities (fixed, construction to permanent, credit facilities and sub debt structures) for all property types nationwide; to date analyzed over \$100 billion in potential investment and placed over \$1 billion, including: 1) the underwriting and purchase of two B-note investments (RR Donnelley office building in Chicago and 200 Berkeley Street in Boston); 2) \$435 mm in Grocery Anchored, Power Centers, Strip Centers and Lifestyle Centers nationwide; 3) \$300 mm in Multifamily financings nationwide; 4) \$350 mm in Office building financings nationwide; and 5) \$150 mm in Industrial financings nationwide;
- Invested over \$200 mm in Socially Responsible Investments in Real Estate including: 1) investments in a New York State sponsored fund that originated construction and permanent mortgages in low to moderate income areas in New York; 2) an investment in Impact Capital, an 8 insurance company syndicate that invests in pools of mortgages backed by affordable multifamily projects in California; 3) Numerous Tax Credit investments used to help finance multifamily development throughout the United States and 4) formed several Joint Ventures with local developers in Atlanta to build affordable multifamily housing;
- Source and manage relationships for TIAA-CREF. Key responsibilities include: 1) Providing investment guidance; 2) Capital solutions and 3) Real estate Expertise. Developed new and expanded existing relationships with correspondents, brokers, and borrowers. Marketed TIAA's array of real estate capital products, including debt and equity;
- Prepare extensive MSA level summaries highlighting TIAA-CREF's debt performance and concentration in each market (Western U.S.) while identifying risks and opportunities through analysis of market data, supply/demand dynamics, investor appetite and economic drivers of a region that impact employment and business strength.
- Executed key loan sales (successfully completed over \$1 billion in sale of commercial loans): In conjunction with TIAA portfolio management identified loans with specific borrower risks, exposure to a certain market, maturity default risk and other metrics important to the overall strategy of the loan portfolio;

**1999-2001**     **Bank of America – Real Estate Analyst, Global Real Estate Bank**     **Atlanta, GA**

- Prepared economic and submarket specific quarterly market reports for the Philadelphia and New York MSA's.
- Assisted internal appraisers with real estate transactions in Missouri, Kansas and Baltimore including a thorough analysis of such market trends in vacancy rates, rental rate growth/decline, absorption and job growth. The analysis further drilled down to specific markets and the dominant owners and developers in the market. Ultimately, the market research was used to create specific ratings for metro areas categorized by property type (Growth, Solid and Watch). Bank of America lender's and investment bankers used the ratings for real estate investment guidance.
- Contributed to property type specific research (i.e. national retail market analysis). The reports concentrated on the national economy and retail trends and their interdependence. The reports also focused on the major names in the market.

**1998-1999**     **Jones Lang LaSalle – Market Analyst, Asset Management/Acquisitions**     **Baltimore, MD**

- Supported the acquisitions team, and portfolio managers by preparing market studies used for underwriting acquisitions, portfolio and fund management and managing assets;
- Performed real estate market data collection, confirmed integrity of data and initiated rigorous market surveys;
- Constructed thorough overview of the DC/MD/VA real estate market including Trade Area analysis, Supply and Demand analysis and Competitor analysis;
- Assisted with the preparation of market and submarket research reports across varied property types, geographic regions, and investment types (core, value-add, development) for presentation to acquisition teams and Investment Committee;
- Visited target acquisition/development assets to perform in-depth research of local supply/demand fundamentals;
- Respond to requests for research on industry trends and contributed to strategy white papers.

## **EDUCATION**

**2011**     **AACSB Bridge Program**     **Irvine, CA**

Successfully completed a seminar for business professionals that meets general AACSB accreditation standards for professionally qualified faculty, preparing for an academic position

**2001-2003**     **North Carolina Central University**     **Durham, NC**

Master of Business Administration, General Management  
Real Estate concentration through the Kenan-Flagler School, UNC

**1993-1997**     **Morehouse College**     **Atlanta, GA**

Bachelor of Arts in Business Administration, Finance

**ACTIVITIES:** Participant in the California Mortgage Banker Association conferences, Speaker for ULI and NAIOP roundtable forums; Member of ULI Orange County Capital Markets Council; Participant in University of California, Irvine's MBA mentor program.