

Robert L Mesner, MAI, AI-GRS

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SUMMARY STATEMENT

Professionally designated MAI and AI-GRS. Experienced in commercial real estate valuation and review appraisal, credit risk management, underwriting, policy and procedure development, approval, portfolio management, investment and market analysis, negotiation, structuring, compliance, and consulting. Demonstrated management, leadership, training, coaching, and entrepreneurial skills. Proven ability to function in a team environment, independently, and cross-functionally. Master of Science in Business with major in Real Estate and Urban Land Economics. Bachelor of Business Administration with majors in Finance and Accounting. Technological literacy.

PROFESSIONAL EXPERIENCE

Mesner Real Estate

Principal/Real Estate Appraiser and Consultant / 2014 - Present

2312 Bellarosa Circle

Royal Palm Beach, FL 33411

- Commercial real estate appraisal review
- Real estate valuation and finance consulting
- Value Adjustment Board ad valorem appraisal magistrate
- Experience screener; Past demonstration appraisal report grader; Capstone demonstration appraisal facilitator

Freddie Mac

Real Estate Appraisal Manager / 2009 - 2014

Director of Credit Policy / 2009 - 2011

2312 Bellarosa Circle

Royal Palm Beach, FL 33411

- Multifamily review appraisal services for real estate loan origination, asset management, and quality control
- Train, manage, consult with, and advise underwriting, production, asset management, and real estate services teams on issues of valuation, market and feasibility analyses, and appraisal review
- Develop and implement real estate appraisal policies, procedures, and underwriting guidance
- Rewrite appraisal section of Freddie Mac Multifamily Seller/Servicer Guide and the Best Practices for Vendors
- Manage real estate appraisal vendors
- Develop and implement credit policy for \$100 billion multifamily portfolio of 9,000 loans involving cross-functional project management of credit/enterprise risk management, production, underwriting, operations, and regulators
- Hire, train, and manage credit policy team of seven developers, analysts, and administrative staff
- Develop and implement Basel II compliant commercial real estate credit and underwriting policies and processes
- Participate in design and development of risk rating policy and computer underwriting database system
- Influence change management processes for inter-departmental integration

Republic Federal Bank

Chief Credit Officer - Executive Vice President / 2008 - 2009

1001 Brickell Bay Drive

Miami, FL 33131

- Comprehensive credit risk management responsibility for residential and commercial real estate, commercial and industrial, and trade finance portfolios – including credit approval, structure, underwriting, portfolio management, workout, and credit policy development and implementation
- Coordinate regulatory and external loan reviews and responses
- Hire, train, and manage credit risk management, underwriting, administration, and operations team Provide underwriting, due diligence, valuation / appraisal review, market / investment / feasibility analyses, and credit policy and management leadership
- Review, analyze, structure, and decision loan requests, risk ratings, borrower and guarantor ratings, exposure limits, annual reviews, compliance, appraisal reviews, special asset management, and portfolio management

US Bank

Regional Credit Officer – Vice President / 2006 - 2008

1650 Tysons Boulevard

McLean, VA 22102

- Review, analyze, negotiate, structure, and make project and entity level investment approval decisions for all commercial real estate property type acquisition, development, construction or term debt, CMBS permanent debt, equity facilities, syndicated credits, derivatives, secured and unsecured lines of credit, subscription facilities, funds, and borrowing bases
- Responsible for comprehensive credit risk management and training of nine geographically dispersed commercial real estate offices for 75 business development, underwriting, loan administration, and special assets associates
- \$75 million signature approval authority with overall credit risk management responsibility for a \$4 billion portfolio
- Develop and implement Basel II compliant commercial real estate credit and underwriting policies and processes
- Liaise with and coordinate responses to OCC regulators and internal loan review officers
- Review, analyze, structure, and decision credit risk management requests for risk ratings, borrower and guarantor ratings, exposure limits, annual reviews, compliance, appraisal reviews and training of underwriters to review appraisals and perform market analysis, special asset management, and portfolio management

Fannie Mae

Senior Credit Risk Manager / 2004 - 2006

3900 Wisconsin Avenue, NW

Washington, DC 20016

- Review, analyze, negotiate, structure, and make project and entity level investment financing approval decisions with \$10 million signature approval authority for commercial real estate debt and equity facilities, syndicated credits, lines of credit, and borrowing bases to financial institutions, public and private partners, and developers in \$3 billion national portfolio
- Responsible for investment decisions for property, portfolio, counter-party, and senior debt, mezzanine, equity, and syndication of for-sale and rental multi-family and single-family project acquisition, development, and construction; condominium conversion; and rehabilitation projects via national retail and wholesale investment platforms
- Develop and implement risk rating program and credit and underwriting policies and procedures
- Develop and provide credit, appraisal review and market analysis, and underwriting training for underwriting, credit, and business development associates
- Review, analyze, structure, and make credit risk management decisions for counterparty exposure limits, risk ratings, compliance management, special asset management, and portfolio credit risk management
- Perform site inspections nationally to analyze real estate markets, project and market analyses, and sponsors
- Design and implementation of RiskNet counterparty, portfolio, and risk management data base system

Bank of America

Regional Commercial Real Estate Underwriting Manager – Vice President / 1998 - 2004

100 Southeast Second Street

Miami, FL 33131-2100

- Manage, train, and coach commercial real estate underwriting team of ten in geographically dispersed locations
- Identify client needs, underwrite, structure, review, prepare, and present project approval packages, negotiate legal documents, review appraisals and provide training for appraisal review and market analysis, close, and syndicate commercial real estate debt and equity facilities and CMBS up to \$300 million in \$2 billion portfolio
- Develop market, financial, and investment analyses of acquisition, development, and construction real estate projects/clients for retail, industrial, office, hotel, and single-family and multi-family for-sale and rental investments
- Design and utilize financial models to calculate project yields and feasibility
- Develop, implement, and coordinate regional relationship underwriting and appraisal review programs
- Advance underwriting and credit process and policy redesign via Order Fulfillment and Risk Rating committees
- Develop, implement, and deliver Sponsorship Financial Analysis, Income Tax Analysis, Cash Flow Analysis, and Basel Risk Rating Scoring training and coaching across franchise

Mesner Real Estate

Real Estate Appraiser – Principal / 1980 - 1998

1401 Glacier Hill Drive

Madison, WI 53704-8490

- Residential and commercial property appraisal, review appraisal, and ad valorem valuation statutory assessor
- Provide market analysis, financial analysis, and feasibility consulting services
- Hire, manage, train, and coach a technical and support staff of four in geographically dispersed locations
- Business development – market services, negotiate and procure contracts, source, cultivate, and service clientele

Wisconsin Savings Bank

Real Estate Loan Department Manager - Vice President / 1975 - 1980

110 West Veterans Avenue

Tomah, WI 54660

- Originate, structure, underwrite, negotiate, make approval decisions, close, and service consumer and commercial real estate loans
- Real estate appraisal and review appraisal of residential and commercial real estate properties
- Develop and implement risk management policies, procedures, and strategies
- Hire, manage, train, and coach a lending and appraisal staff of ten in geographically dispersed locations
- Develop strategic goals, budgets, and manage resources to achieve associated strategic goals

REAL ESTATE APPRAISAL DESIGNATION / LICENSING / CERTIFICATION

Appraisal Institute - MAI and AI-GRS Professional Designations; Analytics for Valuation and Real Estate Analyst Professional Development Programs

State of Florida - State-Certified General Real Estate Appraiser RZ3464 and General Appraisal Instructor GA1000149

State of Wisconsin - Wisconsin Certified General Appraiser 72-010

COMMUNITY and PROFESSIONAL ORGANIZATION SERVICE

Appraisal Institute

- National Appraisal Experience Screening Panel - Experience Screener for MAI and AI-GRS Candidates
- National Demonstration Appraisal Report Grading Panel - Past Demonstration Appraisal Report Grader
- National Capstone Demonstration Appraisal Panel - Capstone Demonstration Appraisal Facilitator
- National Comprehensive Examination Standard-Setting Committee for AI-GRS Comprehensive Examination
- National Professional Practice Compliance and Enforcement Committee
- Leadership Development and Advisory Council - 2015, 2016, and 2017
- Volunteer of Distinction Award - April, 2016 and March, 2023
- South Florida Chapter - Past President, Vice President, Treasurer, Secretary, Director; Chair for Candidate Guidance, Nominating, and Finance Committees; Candidate Advisor, Regional Representative

Valuation Adjustment Boards for Palm Beach County (FL) and Broward County (FL) - Appraisal Magistrate

City of Falls Church (VA) / Arlington County Circuit Court - Board of Equalization Chairman (Property Assessment)

Real Estate Condemnation Commission - Dane County (WI) - Commissioner (Eminent Domain)

Carriage Hill Estates Homeowner Association (WI) - President

Venetia Condominium Association (FL) and Broadway Condominium Association (VA) - Treasurer

Western Wisconsin Technical College - Instructor for Business Courses

University of Wisconsin-Madison - Tutor for Undergraduate and Graduate Business Courses

City of Tomah (WI) - Recreation Park Committee Member and Water-Sewer Commissioner

Wisconsin Savings and Loan League - Lending Committee Member

United States Jaycees - Senator, Trainer, Recruiters Hall of Fame, Advisor, Institute Chairman, Selection Committee

EDUCATIONAL EXPERIENCE

University of Wisconsin-Madison - Master of Science Degree in Business - Real Estate and Urban Land Economics

University of Wisconsin-Whitewater - Bachelor of Business Administration Degree - Finance and Accounting

Appraisal Institute - Real Estate Appraisal Courses And Professional Development Programs completed:

- Analytics for Valuation and Real Estate Analytics Professional Development Programs
- Real Estate Finance Statistics & Valuation Modeling, Quantitative Analysis, and Advanced Spreadsheet Modeling for Valuation Applications, Advanced Income Capitalization, Advanced Concepts & Case Studies, Report Writing & Case Studies, Advanced Market Analysis and Highest & Best Use / Marketability Studies: Advanced & Six-Step Process, Review Theory General, Review Case Studies General, Appraisal Review - General & Residential, Apartment Appraisal, Valuation of Leased Fee Interests, Rates and Ratios, Green Buildings, Practical Regression Using Excel, Standards of Professional Appraisal Practice, Business Practices and Ethics, Sales Comparison Approach, Site Valuation & Cost Approach, Income Capitalization, Market Analysis, Appraisal Principles, Appraisal Procedures, Appraisal of Real Property, Evaluating Commercial Construction, Uniform Standards for Federal Land Acquisitions, Discounted Cash Flow Analysis, Artificial Intelligence, Fair Housing, Avoiding Bias