

C. DOUGLAS SCHEPKER, CRE
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PROFILE

A seasoned real estate professional with innovative senior management experience serving financial institutions, major corporations, and private companies. A relaxed but firm leadership style exhibits strengths in strategic planning, business development, negotiations, deal structuring, financing, operations, staff management, transactions, and valuations.

PROFESSIONAL EXPERIENCE

CDS Realty Company – Principal (1/04 – Present) – Richmond, VA

Conducts commercial real estate consulting and counseling assignments for corporate and institutional clientele, regarding financing, acquisition, disposition, valuation and due diligence.

LandAmerica Corporation – National Client Manager (11/02 – 1/04) – Richmond, VA

Served regional and national clientele, developed new business relationships with institutional investors, managed commercial staff and performed quality assurance reviews.

Apple Real Estate Investment Trust – Interim SVP/COO (01/00 – 11/02) - Richmond, VA

Initiated the acquisition and provided oversight management for thirteen (13) Hilton Homewood Suite Hotels as the basis for a new real estate investment trust.

Big Four Transaction Advisory – Senior Manager (09/88 – 01/00) - Richmond/Washington, DC

Developed and managed regional real estate and financial advisory service practices for Ernst & Young, PriceWaterhouseCoopers, and Arthur Andersen, serving national real estate clients.

Legg Mason Real Estate Services – Regional Vice President (10/86 – 09/88) – McLean, VA

Developed and managed a regional commercial real estate consulting and valuation services practice serving regional corporate and institutional clientele.

Manor Care/Choice Hotels Inc. – Director of Real Estate (05/83 – 10/86) – Silver Spring, MD

Directed and managed the national real estate portfolio assets of Manor Care, a fortune 500 company and its subsidiary Choice Hotels, a NYSE hospitality corporation.

BUSINESS ACCUMEN

- Sales / Leasing – Real estate transactions for corporate clientele
- Acquisition / Disposition – Commercial property investment transactions
- Feasibility Analysis / Market Studies – Existing or proposed development projects
- Advisory / Due Diligence - Portfolios for Commercial Mortgage-Backed Securities (CMBS)
- Financial Reporting – Fair value accounting of corporate real estate
- Cost Segregation / Purchase Price Allocation – Tax basis for accelerated depreciation
- Lease / Purchase Analysis – Acquisitions, dispositions, and facility management
- Litigation support – Performance analysis, valuation, and expert testimony
- Valuations / Reviews – Commercial real estate advisory for financial institutions
- Staff Management – Coordination and oversight of cross functional teams

EDUCATION

Appraisal Institute - Chicago, IL
SRA Designation; MAI Designation

Virginia Commonwealth University - Richmond, VA
Graduate Courses in Real Estate and Urban Land Development

University of Richmond -Richmond, VA
Bachelor of Commerce Degree in Marketing

LICENSES/CERTIFICATIONS

Real Estate Broker License – Virginia
Certified General Real Estate Appraiser – Virginia
Qualified Expert Valuation Witness – Virginia, Maryland
NASD Registered Representative – Series 6, Series 63, Series 65 (Inactive)

PROFESSIONAL AFFILIATIONS

Counselors of Real Estate – Member (CRE) – National
Appraisal Institute – Non-Practicing Member (MAI) – National – Virginia Commonwealth Chapter
National Association of Realtors – Affiliate Member – Richmond Board of Realtors