

Don R. White, Jr., MBA
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Career Objective:

To provide the highest quality customer service, market value opinions, and educational services available within the real estate industry.

Experience:

• **2000-present Realetech.com**, Owner/Director of a North Carolina Appraisal Board approved pre-licensing and continuing education school. Personally instruct the AQB approved pre licensing courses required for licensure/certification as a real estate appraiser. In addition, I have been approved by the Appraisal Foundations' Appraiser Qualification Board (AQB) as an AQB Certified USPAP Instructor and regularly teach the 7 and 15-hour National USPAP courses. I also have numerous courses that I have personally written approved for appraiser continuing education. Other duties for the school include course development, marketing, promotion, and coordination of class schedules and leased conference facilities. In addition, I serve as an Independent Fee Appraiser providing residential and commercial real estate appraisals to Commercial Banks, Mortgage Companies and Individuals.

• **2000-2002 Cape Fear Community College**, Adjunct Instructor, Business Department. Conducted Computer Information Systems classes. Topics include Windows 95, 98, 2000, Networking, TCP/IP, Software Applications, DNS, DHCP, Internet and email applications, subnetting and HTML. Also taught residential real estate appraisal pre-licensing courses.

• **1993-1999 White & Associates, Inc.**, Real Estate Appraiser. Appraisal duties included residential and commercial assignments, including feasibility analysis, project costing, discounted cash flow analysis, NPV, IRR and capitalization rate derivation for appropriate investment/property types. Other responsibilities included accountability for the overall financial position of the firm, and the implementation of business strategies for the commercial and residential appraisal segments of the business. Sole responsibility for accounts receivable, accounts payable, general ledger and payroll; as well as period end financial reporting and analysis. Provided real estate brokerage services for various clients.

• **1999-2000 Bluegreen Corporation (NYSE:BXG)**. Property Acquisition and Development Analyst. Responsible for local and regional market analysis, including forecasting and market absorption rate analysis. Also responsible for property identification, negotiation of purchase contracts, project feasibility, and participation in local and state approval process through to project construction. Responsible for the financial analysis of identified projects including cash flow analysis, margin analysis and pro forma financial statements.

Education:

May 1999

• **Master of Business Administration: GPA 3.575**

- University of North Carolina at Wilmington
- Concentration in Finance and Business Administration, MBA Association Treasurer

May 1993

• **Bachelor of Science in Business Administration**

- University of North Carolina at Charlotte
- Majors in Finance/Business Law and Business Administration

Appraisal Courses:

- Appraisal Foundation's AQB National USPAP Instructor Re-certification Course, Boston, MA 2007
- Applied Income Property Valuation, Wilmington, NC 2004
- Advance Income Capitalization, Wilmington, NC 2004
- Appraisal Foundation's AQB National USPAP Instructor Re-certification Course, Greensboro, NC 2004
- Appraisal Foundation's AQB National USPAP Instructor Course, Orlando, FL 2002
- Standards of Professional Practice, Greensboro, NC 1995
- Introduction To Real Estate Appraisal, Cary, NC 1993
- Valuation Principles and Procedures, Cary, NC 1993
- Applied Residential Property Valuation, Cary, NC 1993
- Introduction to Income Property Appraisal, Cary, NC 1993
- Appraisal Institute – Associate Member

Licenses, Certifications and Qualifications:


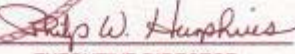
Appraiser Qualifications Board (AQB) Certified National USPAP Instructor #10449, 2002 - present
North Carolina State Certified General Real Estate Appraiser #A6436, 2007 – present
Mississippi State Certified Residential Real Estate Appraiser #GA-892, 2008 - present
South Carolina State Certified Residential Real Estate Appraiser #CR 3893, 2007 – present
North Carolina State Certified Residential Real Estate Appraiser #A3876, 1996 - 2007
North Carolina State Licensed Residential Real Estate Appraiser #A3299, 1994 - 1996
North Carolina Appraisal Board Approved Course Provider and Instructor, 2000 - present
North Carolina Licensed Real Estate Broker #180536, 1999 – present
Virginia Licensed Real Estate Appraisal Instructor #4002000184, 2006 - present
FAA Certified Commercial Pilot with Instrument and Seaplane Ratings
Microsoft Certified Professional, (MCP), 2001-present

Clients and Approved Lists:

AAXA Discount Mortgage	Delta Mortgage Company	Perennial Mortgage Group
Bank of Wilmington	Equity One, Inc.	Pulte Mortgage
Bank of America	First Citizens Bank	Providence Mortgage
Branch Banking & Trust	GreenPoint Mortgage	Prudential Relocation
Cape Fear Credit Union	Hanover Mortgage Consultants	RBC Centura
Central Carolina Bank	Intracoastal Mortgage	Seaside Mortgage
Chase Mortgage	Lumina Mortgage	Washington Mutual
Cooperative Bank	Orisyn Reasearch	

NORTH CAROLINA APPRAISAL BOARD
APPRAISER QUALIFICATION CARD
Expires June 30, 2008

REGISTRATION / LICENSE / CERTIFICATE HOLDER		
07	DONALD R WHITE JR	08
A6436	G	YES
APPRAISER NUMBER	TYPE	NATIONAL REGISTRY

APPRAISER'S SIGNATURE EXECUTIVE DIRECTOR

STATE OF MISSISSIPPI
MISSISSIPPI REAL ESTATE APPRAISER
LICENSE AND CERTIFICATION BOARD

LICENSE NO.

THIS IS TO CERTIFY THAT
DONALD RAYMOND WHITE, JR **GA-892**

N.R.

HAS BEEN GRANTED A LICENSE AS A
STATE CERTIFIED GENERAL
REAL ESTATE APPRAISER
FOR THE PERIOD 1/22/2008-1/31/2010



VOID UNLESS SIGNED BY LICENSEE

State Of South Carolina
Real Estate Appraisers Board
DONALD RAYMOND WHITE JR.
CR 3893

Having Satisfied The Qualifications Of The South Carolina Real Estate Appraisers Board And Having Complied With The Requirements Prescribed By Law, Is Hereby Entitled To Practice As A

State Certified Residential Real Estate Appraiser

In Witness Whereof The State Of South Carolina Real Estate Appraisers Board By Virtue Of The Authority Vested In It By Chapter 68, Title 40 Code Of Laws Of South Carolina Has Caused This Document To Be Issued With Its Seal Imprinted Hereon.




Administrator

Property of South Carolina Real Estate Appraisers Board