

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 R-1, R-2, R-3 and USPAP courses required for licensure/certification as a real estate appraiser in North Carolina. 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
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
Bank of Wilmington
Bank of America
Branch Banking & Trust
Cape Fear Credit Union
Central Carolina Bank
Chase Mortgage
Cooperative Bank

Delta Mortgage Company
Equity One, Inc.
First Citizens Bank
GreenPoint Mortgage
Hanover Mortgage Consultants
Intracoastal Mortgage
Lumina Mortgage
Orisyn Reasearch

Perennial Mortgage Group
Pulte Mortgage
Providence Mortgage
Prudential Relocation
RBC Centura
Seaside Mortgage
Washington Mutual