

Reginald E. Avery

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EDUCATION

Columbia University Law School

New York, NY

J.D. received 2000

Morehouse College

Atlanta, GA

Bachelor of Arts, *Honors*, 1997

Major: Business Administration, Finance concentration

EXPERIENCE

Capital One Financial Services, NA

Director, Mid-Atlantic, Community Finance - McClean, VA/Washington DC

2022-Present

- Director in the Community Finance Group, External Affairs, responsible for developing new businesses initiatives and development and execution of the strategic plan. Promoted the application of the bank lines of business and protocols and business policies as relates to Community Finance
- Working as an Originator, built relationships with developers, syndicators, government agencies and community development organizations to deliver capital to finance affordable housing
- Conducted extensive review of multifamily affordable housing projects throughout the Mid-Atlantic region, including underwriting, acquisition analysis, and presentation to investment and credit committees.

Fannie Mae (FNMA)

Contractor/Consultant, REO Assets/Affordable Housing, - Orlando, FL/Virginia/TN

2011-2022

- Independent contractor responsible for re-underwriting and evaluating affordable multifamily real estate owned assets (REO) on behalf of the FNMA American Communities Fund (ACF); sourcing and underwriting multifamily and commercial developments as well as growing overall equity volume within the Community Investments Group
- Performed financial analysis and underwriting for affordable housing projects (REO) assets located primarily in the Southeastern U.S, with primary emphasis on FLA, GA, NC, SC, and TN
- Prepared and presented investment memoranda to internal investment committee for acquisition and rehabilitation; recommended alternative financing plans utilizing FHA/ HUD and LIHTC options
- Consulted and advised developers of affordable housing with regard to FNMA affordable lending programs, including Multifamily ARM 7-4 financing, and FNMA Tax-Exempt Bond Credit Enhancement for renovation, refinancing, and development
- Provided recommendations and counsel to developers regarding FHA/HUD Section 221(d)4 for affordable properties; performed financial analysis and sensitivity analysis to determine most appropriate financing structure

Fannie Mae (FNMA)

Senior Business Development Manager, American Communities Fund - Washington, DC

2006-2010

- Responsible for sourcing and underwriting affordable multifamily developments as well as growing overall equity volume within the American Communities Fund Private Equity Group
- Managed monthly asset management reporting on American Communities Fund performance relative to business plans, projections, and goals; performed detailed financial projections and analyses in evaluating potential investments for investor funds
- Prepared and presented new asset management plans and initiatives aimed at developing and preserving revenue streams for individual properties in the portfolio; prepared disposition plans for properties
- Coordinated project closings with attorneys, accountants, and developers; supervised paralegals in preparation of closing binders for individual transactions in support of business development and asset management plans
- Drafted, reviewed, and abstracted various legal documents in support of multifamily and commercial investments including commitment letters, partnership agreements, and loan documentation

The National Capital Revitalization Corporation (NCRC)

2004- 2006

Senior Associate, Real Estate and Business Development Group - Washington, DC

- Responsible for comprehensive financial analysis and review of new business ventures on behalf of the District of Columbia's real estate and economic development agency; sought branding opportunities on behalf of agency
- Development of financial models and projections in support of currently committed residential and commercial real estate deals across multiple product lines, including retail, commercial, multifamily housing, and hotel
- Evaluation of new acquisition and joint-venture opportunities in the District of Columbia in accordance with the goals and mission of the organization
- Sourcing and evaluation of company-sponsored business development initiatives including small business direct lending, revolving loan programs, and a direct-equity investment fund; Evaluation of affordable housing financing alternatives including Section 42 LIHTC (4%, 9%) and FHA/HUD

Real Estate Capital Partners, LP

2003-2004

Senior Analyst, Asset Management Group - Herndon, VA

- Reviewed and analyzed monthly operating reports and budgets for commercial and residential portfolio properties; measured actual operating results against pro forma numbers for financial re-projections
- Conducted legal and financial analyses of joint-venture agreements for the purpose of analyzing developer promotes, financial projections, and IRR waterfalls
- Developed detailed financial models for forecasting sale and refinancing scenarios of existing properties; maintained a database of disposition analyses for fund-level reporting
- Created and maintained financial models with IRR projections and re-projections based on most recent operating reports and budgets

Jones Lang LaSalle Americas, Inc.

2000-2003

Associate, Corporate Services - Washington, DC

- Developed and implemented real estate strategies for Fortune 500 clients and government agencies in support of their core business objectives utilizing traditional corporate finance techniques
- Conducted extensive financial modeling of various acquisition scenarios for major California-based technology company operating in Northern Virginia; analysis of various credit vehicles
- Drafted proposals and participated in lease negotiations for various commercial real estate transactions
- Prepared financial analyses to evaluate cost structures for various occupancy/acquisition alternatives
- Identified investment alternatives and assisted in the acquisition of commercial real estate in the Washington, DC area for private equity and investment funds