

**Sherry R. Lake**

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**EXECUTIVE PROFILE**

Over 20+ years of extensive background in commercial real estate finance. Knowledgeable loan origination executive at major lending institutions including insurance company, banks, mortgage bankers, credit company and pension fund. Diversity in lending has resulted in solid experience with all income producing properties. Developed and implemented business plans, marketing strategies and creative financing structures. Excellent business development, marketing and networking skills. Extensive mortgage banker/broker and developer relationships. Vast consulting experience. Has been active in major real estate trade organizations with several leadership positions.

**PROFESSIONAL EXPERIENCE**

- 1/12 to Present      **EVALUATOR**  
CR EVALUATIONS, Los Angeles, CA  
- Performs Evaluations for banks in compliance with the Interagency Appraisal and Evaluation Guidelines.
- 1/08 to 12/11      **CONSULTING ENGAGEMENTS WITH THE FDIC, EASTDIL SECURED, SQUARE MILE CAPITAL, AND WLJ PARTNERS**  
- Performs Asset Valuation Reviews for the FDIC.  
- Performs Due Diligence services including Asset Summary Reviews, underwriting, valuations, and repositioning options on distressed debt and performing loan portfolios as well as individual loan sales.
- 9/06 to 12/07      **COMMERCIAL MORTGAGE OFFICER**  
FIRST CALIFORNIA BANK, Sherman Oaks, CA  
- Marketed multifamily and commercial real estate loan programs to mortgage bankers/brokers and borrowers.  
- Originated and negotiated terms for permanent loans on multifamily and commercial real estate properties.
- 4/03 to 8/06      **VICE PRESIDENT, COMMERCIAL REAL ESTATE DIVISION**  
PACIFIC CAPITAL BANK, Studio City, CA  
- Marketed loan programs to mortgage bankers/brokers and borrowers.  
- Originated and negotiated terms for variable and fixed rate loans on commercial real estate properties.  
- Provided loan workout solutions for problem loans.
- 3/00 to 1/03      **VICE PRESIDENT, COMMERCIAL REAL ESTATE DIVISION**  
CALIFORNIA FEDERAL BANK (CITIBANK), Glendale, CA  
- Originated and negotiated terms for adjustable and fixed rate loans on commercial real estate properties.  
- Marketed loan programs to mortgage bankers/brokers and borrowers.  
- Established Cal Fed's commercial real estate loan programs in the marketplace.
- 1/97 to 3/00      **DIRECTOR**  
CB RICHARD ELLIS INVESTORS (WESTMARK REALTY ADVISORS), Los Angeles, CA  
- Originated and underwrote mortgage loans on income properties for pension fund clients.  
- Marketed, negotiated and structured loans with borrowers and mortgage bankers/brokers.  
- Prepared submissions and presented loans to loan committee.  
- Structured an innovative securitization strategy to sell \$250 million whole loan portfolio.

1/92 to 1/97

REAL ESTATE CONSULTANT / APPRAISER

KENNETH LEVENTHAL & CO., CB COMMERCIAL, FIRST NATIONWIDE BANK,  
LAKE & ASSOCIATES, ENGEL & ASSOCIATES, Los Angeles, CA

- Asset management of performing and nonperforming multifamily and commercial loans including site inspections, valuations, workouts, loan restructures and modifications.
- Due diligence of loan portfolios for purposes of sale and securitization.
- Mortgage brokerage of income property and residential loans.
- Performed appraisals on income properties and marketed appraisal and consulting services.

2/86 to 1/92

VICE PRESIDENT, INCOME PROPERTY LENDING DIVISION

FIRST INTERSTATE MORTGAGE COMPANY (GMAC), Pasadena, CA

- Originated, underwrote and arranged income property loans, joint ventures and acquisitions for investors including Life Insurance Companies, Credit Companies, Pension Funds and Savings and Loans.
- Negotiated loan structures and terms with borrowers/developers and lenders.
- Originated and underwrote construction, interim and D.U.S./FNMA loans for company's account.
- Appraised properties, conducted market studies, analyzed leases and analyzed borrower credit.
- Marketed to developers, investors and mortgage brokers.
- Served retail, office, industrial, apartment, mobile home park and hotel markets. Also specialized in healthcare properties including nursing homes, congregate care facilities and medical office buildings.

3/83 to 2/86

ASSISTANT VICE PRESIDENT

ABACUS REAL ESTATE FINANCE GROUP, MORTGAGE BANKERS AND DIRECT LENDERS,  
DIVISION OF HELLER FINANCIAL, Los Angeles, CA

- Originated and underwrote construction, standby and mini-perm loans on income producing real estate.
- Arranged permanent loans through third party investors.
- Assisted in opening the Los Angeles regional office.
- Established developer, mortgage broker and lender relationships.

8/81 to 3/83

ASSISTANT VICE PRESIDENT, CONSTRUCTION FINANCE DIVISION

CROCKER NATIONAL BANK, Los Angeles, CA

- Negotiated, structured, underwrote and administered construction loans on income producing properties, primarily on an uncovered basis.
- Appraised, formulated market studies and analyzed financial statements.
- Business development.

7/79 to 8/81

REGIONAL REAL ESTATE INVESTMENT ANALYST

MUTUAL LIFE INSURANCE COMPANY OF NEW YORK (MONY), Chicago, IL

- Originated, underwrote and structured permanent loans, construction loans, equity investments and joint ventures on income producing properties.
- Performed appraisals and prepared loan write-ups for company's investment committee.
- Monitored construction loans.

**EDUCATION**

UNIVERSITY OF ILLINOIS, Champaign-Urbana, IL

B.S. Finance - Area of concentration in Real Estate and Urban Economics, Split Minor in Psychology and Economics;  
Scholastic Average of 4.5; Deans List

AMERICAN INSTITUTE OF REAL ESTATE APPRAISERS

Principles of Real Estate Appraisal (I-A), Capitalization Theory (I-B), and Valuation (II)

**PROFESSIONAL AFFILIATIONS**

Chair of the 1999, 2000 and 2001 CMBA Western States CREF (Commercial Real Estate Finance) Conference held in Las Vegas

Sponsorship Chair of the 2002 CMBA Western States CREF Conference

Past Commercial Chair of the California Mortgage Bankers Association (CMBA) Membership Committee

Past Treasurer of Southern California Mortgage Bankers Association (SCMBA)

Past Chair of the Income Property Roundtable Committee of the SCMBA

Past President, Past V.P. of Programs and Past Treasurer of Commercial Real Estate Women (CREW)

Member of LAMA (Los Angeles Mortgage Association)