



**An Insider's View of
The New York City Real Estate Market**
A Panel Discussion

**October 24th, 2007
6:15 pm**

**The Williams Club
New York, New York**

Sponsored by:
**The Georgetown Club of Metropolitan New York,
The Georgetown University Alumni Association
&
Alumni Career Services**

PANELIST BIOGRAPHIES

Rande Coleman, C'75, Panel Moderator

Vice President, Prudential Douglas Elliman

Vice President Rande C. Coleman is an accomplished real estate professional with 24 years of experience. She has an extensive referral network and a loyal clientele. She is ranked in the top 2% of the 60,000 Prudential brokers nationwide and is a recipient of the Chairman's and President's Circle Award for high performance. Ms. Coleman is an Associate Broker and recipient of Excellence in Real Estate Award. The Coleman Team's goal is to provide the highest level of customer service on a daily basis. She and her partners Nicole DiGiorgio-Orphanos, John Surak, Keelin Cassin Pye and Trudy DiGiorgio work tirelessly to ensure that no detail is overlooked. Their clients continually praise them for the unique services that they provide and their attention to customers needs.

Prior to Real Estate, Ms. Coleman was in Account Management at Young & Rubicam and BBDO. She was raised in Greenwich, Ct and graduated from The Greenwich Country Day School and received a B.A from Georgetown University. She is the President of her Condominium Board and is proud to be the broker specialist for 850 Park Avenue and 21 East 90th Street. She is a co-founder of the Georgetown University Real Estate Alliance and a member of the Real Estate Board of New York.

Wendy L. Craft, Esq., L'92

Senior Vice President, Hudson Land Co. LLC

Ms. Craft is the Senior Vice President of Hudson Land Company, LLC a title insurance company specializing in commercial property transactions. She joined the firm with her team which is dedicated to providing preeminent service to their high net worth clients.

Previously Ms. Craft held the position of Senior Vice President and National Sales Manager for Security 1031 Services, LLC, a nationwide firm comprising some of the foremost exchange professionals in the field. Prior to that she enjoyed a decade worth of experience and managerial responsibility in the exchange and title related industries at LandAmerica Exchange Company, a subsidiary of LandAmerica Financial Group, Inc. She was Vice President and Northeast Manager of the 1031 division.

Having received her BA from Kalamazoo College MI, Ms. Craft continued her education at Thomas Cooley Law School with a concentration in international law. She also received the American Jurisprudence Prize Award in Conflict of Laws. She then attended Georgetown University Law School and attained her LL.M. in Taxation.

Ms. Craft is a member of several prominent bar associations including New York State, New Jersey State, Westchester County, the Women's Westchester Bar Association, the Brooklyn Bar, New York County, and the New York State Bar Association Divisions of Real Property, Tax, Intellectual Property. She is also a member of the bar of the U.S Supreme Court.

Additionally, she is a member of many accounting and related associations. Employing her 16 plus years of real estate and tax experience she teaches CLE and CPE throughout the eastern portion of the country. She frequently speaks for the various bar associations including the state bar and is the Chair of the tax section for New York County Lawyers Association for the 2006-2007 term. Ms. Craft is also a long time member of American Mensa and Greater New York Mensa, wherein she is involved in several special interest groups and think tanks throughout the region.

Jere Lyons, C'80

Senior Vice President, GuardHill Financial

Jere Lyons has been a Senior Vice President at GuardHill Financial since June, 1995, and is recognized as one of the top mortgage originators in the United States. Mr. Lyons began his career as a Corporate Lending Officer in the banking industry, but has been in the Private Banking/Mortgage Brokerage business since 1983. He successfully completed the Corporate Credit Training Programs at both Manufacturers Hanover and Chemical Bank.

Mr. Lyons was a Private Banking Officer at Chemical Bank from 1983-1988, and a Vice President of Mortgage Originations for The Boston Company (then a subsidiary of American Express) from 1988-1995. He graduated with a BA in Economics from Georgetown University, and an MBA in Finance at the Stern School of Business at New York University.

Mr. Lyons lives in Bernardsville, New Jersey, with his wife Kim, and 4 children, Samantha, Spencer, Anna and Ava. He enjoys sports, music, politics and travel.

John B. Mannix, C'81

Managing Partner and President, Merchant Equity Group LLC

John Mannix is a Managing Partner of Merchant Equity Group LLC; he is also the President and General Partner in virtually all of the group's private investments and joint ventures, and is primarily responsible for capital market activity, investor and banker relations, investment strategies, and audit and treasury functions.

From 1999 to 2005, Mr. Mannix was also the Vice Chairman of the New York State Housing Finance Agency (HFA), which is the largest housing finance authority in the nation. In his role as Vice Chairman and as Chair of its Audit Committee, Mr. Mannix was HFA's lead independent director overseeing a \$15 billion mortgage portfolio, the issuance of over \$600 million in 80/20 residential mortgage commitments, and \$500 million in Liberty Bonds in 2004/2005.

Mr. Mannix also sat on several other State Boards including The Affordable Housing Corporation, Roosevelt Island Operating Corporation and the Project Finance Agency. He remains a sitting member of the Roosevelt Island Operating Corporation.

Prior to forming Merchant Equity in 1995, Mr. Mannix was President of Sarakreek USA, the asset management arm of a Dutch REIT, which owned five million square feet of major retail and office properties in New York, Chicago, and Hartford. Simultaneous with the founding of Merchant Equity, Mr. Mannix organized a leveraged buy-out of Sarakreek's assets in a joint venture with Westbrook Partners, a large opportunity fund.

Mr. Mannix has also been general partner in a variety of residential and commercial developments in New York City. From 1986 to 1989, Mr. Mannix was President of Manhattan Capital Properties, Inc., which acquired and developed over 500 residential units in the East Village area of Manhattan. This portfolio was converted into condominiums and sold after renovation.

Mr. Mannix began his real estate career as a sales broker for Julien J. Studley, Inc., where he eventually became a Senior Vice President. He was named one of the firm's top producers in 1985.

Mr. Mannix attained a Bachelor's Degree from Georgetown University in 1981.

John Werwaiss, C'64

President, Werwaiss and Co.

Werwaiss Realty Company owns, develops and manages its portfolio of commercial, industrial, retail and residential properties comprising in excess of 2 million square feet of space in New York, Maryland, Pennsylvania, and Florida. Werwaiss Realty has a concentration of more than 75 commercial, industrial and retail properties in Long Island City, Queens, NY.

A FEW WORDS OF THANKS

The Club would like to thank all of our featured panelists for sharing their unique insights and valuable time with us this evening. The Club would also like to extend our thanks to Rande Coleman, Nicole Orphanos and Keelin Pye for working with us to bring their vision of tonight's panel to fruition. Finally, the Club would like to thank Bridget Bowers and the office of Alumni Career Services at Georgetown University for their steadfast and continuing support of The Club and its activities.

Hoya Saxa!

David Caracta, F'00

Chair, Professional Development Committee

ABOUT THE CLUB

The Georgetown Club of Metropolitan New York is open to alumni from all schools of the University including undergraduate, graduate, MBA, Law and the Medical School. The Club's mission is to provide New York area alumni with opportunities to connect and perpetuate bonds with fellow Georgetown alumni, faculty and friends. We organize a broad range of events every year that aim to serve the metropolitan community and promote the intellectual, spiritual and social welfare of area alumni.

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