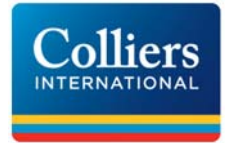




KC (Kiernan) Conway, MAI, CRE

EXECUTIVE MANAGING DIRECTOR, REAL ESTATE ANALYTICS
Valuation & Advisory Services



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EDUCATION AND QUALIFICATIONS

Emory University - BBA

STATE CERTIFICATION

Georgia

CONTACT DETAILS

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KC joined Colliers at the end of 2010 following 5 years of service at the Federal Reserve, and 20 years in private industry as an appraiser, underwriter, lender and credit officer. In this new role, he leads the real estate analytics capabilities advising institutional, bank and regulatory clients, as well as supporting Valuation and Advisory services.

Between 2005 and 2010, KC worked in the Federal Reserve System in multiple capacities ranging from the Commercial Real Estate "Subject Matter Expert" for the Atlanta District Bank, to the "Commercial Real Estate Risk Specialty Officer" designee to the New York District Bank. In these roles, KC briefed Chairman Bernanke, the Board of Governors, Federal Reserve District Bank Presidents and real estate industry groups on market conditions and burgeoning issues during the 2008-2009 Financial Crisis. As the Federal Reserve's only MAI, KC was also engaged in regulatory appraisal matters. His work was recognized with a Presidential Recognition Award by the Appraisal Institute in 2007, and "Key Player" and "Meritorious Service" awards by the Federal Reserve and FFIEC in 2009 & 2010.

KC's real estate industry and valuation insights are sought after by industry groups, such as the Appraisal Institute, AICPA, Counselors of Real Estate, CCIM Institute, and RMA. KC also teaches and lectures extensively to various State Banking and Finance agencies, the FDIC, OCC, FFIEC - and some of the nation's leading real estate centers, such as the University of Colorado, DePaul University, University of Connecticut, Georgia Tech and New York University.

Originally from a developer family in Colorado, KC is a graduate of Emory University's School of Business. He commenced his real estate career as an appraiser. After earning his MAI designation in 1989 as an appraiser for Cushman & Wakefield and the former Equitable Real Estate, he pursued loan workout, portfolio management and asset advisory experience with such companies as Deloitte & Touche, Wells Fargo and Prudential. In 1997, KC joined SouthTrust Bank as their Director of Underwriting to start a conduit. In 1999, SouthTrust promoted KC to Sr. VP and National Director of Real Estate Market Analysis in which he developed a proprietary system to risk rate and manage their real estate portfolio across 28 states in the Southeast & Southwest US. Pertinent milestones in KC's 25+ year career in commercial real estate include:

- MAI Designation - earned in 1989
- CRE Designation - earned 2009
- SouthTrust Bank 1996-2005
- Federal Reserve 2005-2010
- Federal Reserve "Key Player" and "Meritorious Service" awards 2009
- Brief Chairman Bernanke on the developing housing crisis June 2007
- Presidential Recognition Award from the Appraisal Institute 2007
- "Banks slow to Recognize CRE losses" article in WSJ October 7, 2009
- Colliers: Current EMD of R.E. Analytics.

PROFESSIONAL AFFILIATIONS & ACCREDITATIONS

MAI: Member of Appraisal Institute
CRE: Counselor of Real Estate