

JEFFREY SCOTT JUSTER
PERSONAL RESUME

EDUCATION / ACADEMIC EXPERIENCE

YALE UNIVERSITY, New Haven, Connecticut – B.A. English, 1976

COLUMBIA UNIVERSITY, Columbia University Graduate School of Business,
New York, New York – M.B.A., 1979

REAL ESTATE / MANAGEMENT / FINANCE EXPERIENCE

NEWPORT CAPITAL ADVISORS, LLC, Dallas, Texas. October 2009 – present. Founding principal and CEO of opportunistic capital advisory, consulting, and real estate lending firm. Newport specializes in opportunistic commercial real estate debt and equity investments for its own account and on behalf of wealthy private individuals and major institutions. Newport has particular expertise in the multifamily lending arena.

CHURCHILL CAPITAL COMPANY, Dallas, Texas. August, 2004 – September, 2009. Executive Managing Director and Principal in charge of operations of a regional real estate investment banking and merchant banking firm. In 2005 Churchill produced record fee volume approximately double of company's previous record year during 10 year history. In 2007 Churchill's volume exceeded \$2 billion for the first time.

New divisions created/major projects included; structured commercial mortgage lending, hard money lending, formalized training programs for loan originators and analysts, and merchant banking operations allowing employee co-investment.

New companies formed included; JSJ Consulting, L.P. – a commercial real estate finance and operations consulting firm, First Admiral Mortgage Company, L.P. – a commercial real estate lending firm holding a HUD approved Multifamily Accelerated Processing license with an emphasis on financing affordable housing on a national basis, and WSC Capital, LLC, a commercial real estate lending entity providing accommodative real estate loans to clients of Churchill Capital.

KEYBANK REAL ESTATE CAPITAL, Dallas, Texas. October, 2000 – July, 2004. Senior Vice President in charge of KeyBank's national multifamily permanent lending division (Fannie Mae, Freddie Mac, FHA). Responsible for operations, originations with institutional accounts, sales training, underwriting and Agency servicing platform. Achieved first time licensing for Key Bank under Freddie Mac Program Plus and FHA MAP multifamily lending programs. Took Key's Fannie Mae DUS lending volume from bottom 10% nationally to top 10 DUS lender. Increased Key's Agency lending annual profit from under \$5 million to over \$15 million.

NEWPORT MORTGAGE COMPANY, L.P. August, 1988 – September, 2000. Founding partner and Chief Executive Officer of national commercial real estate lending and mortgage banking firm. Grew company from startup to national expansion with 5 regional offices. Originated and serviced commercial real estate loans totaling over \$1 billion in servicing prior to October, 2000. Arranged and negotiated sale to KeyBank in October, 2000.

ZANE MAY INTERESTS, Dallas, Texas. May 1988 – July 1990. Managing partner in charge of real estate acquisition and financing for a major full service, diversified national real estate company. Zane May Interests' real estate portfolio included about seven million square feet of commercial real estate properties throughout the United States.

Responsibilities included identification of potential commercial real estate acquisitions and underwriting, negotiating and closing them. Also responsible for financing and refinancing Zane May Interests' \$200 million plus debt portfolio, including monitoring the loan servicing department.

Founding principal of Newport Mortgage Corporation (NMC), a national multifamily lending operation.

MILLER, WALLENSTEIN & ASSOCIATES, INC. Real Estate Investment Bankers, Dallas, Texas. December, 1981 – May, 1988. Executive Vice President / Managing Partner.

Miller Wallenstein & Associates (MWA) was a regional real estate investment banking firm based in Dallas, Texas. MWA was a wholly-owned subsidiary of the Grubb & Ellis Company a NYSE real estate holding company, and an affiliate of the Henry S. Miller Company, the largest full-service real estate firm in the south central United States.

MWA was originally affiliated with Sonnenblick-Goldman Corp. of New York, the largest privately-held mortgage brokerage firm in the country. MWA was one of the largest real estate investment banking firms in the Southwest, with an annual volume of \$300-\$400 million in debt and debt/equity transactions between 1985 and 1988.

Successfully grew real estate investment banking operation from 6 full time professionals to 16 in an 18 month period. Grew corporate fee volume and profitability to highest historical level of nearly \$3.5MM in annual brokerage fees generated from \$300MM in annual gross financing transactions.

PERSONAL BACKGROUND

Activities - Membership in International Council of Shopping Centers and Dallas Apartment Brokers Network. Speaker for both groups. Contributor to Southwest Real Estate News Financial Markets Report. Member of Mortgage Bankers Association.

Personal - Married. Three children.
Interests include national-class tournament bridge competition.

Advisory Councils -

- Member National Mortgage Bankers Association Commercial Real Estate Board of Governors 2009-2012.
- Chairman and Vice Chair of Fannie Mae DUS Advisory Council 2002/2003.
- Member DUS Advisory Council 2000/2001.
- Member Freddie Mac Program Plus Advisory Council and Technology Council.