



Professional Profile: Andrew Warren, 2013

June 24, 2013 - New York City

Name: Andrew Warren

Title: Director of Investments

Company: Greystone, Affordable Housing Initiatives division

Location: New York, N.Y. and Raleigh, N.C.

Birthplace: Detroit, Mich.

Education: Bachelor's degree in Policy Analysis and Management from Cornell University, class of 2003

First job outside of real estate: I was a stock boy at a fruit and vegetable market in Farmington Hills, Michigan when I was 14. I had to get a special permit from my high school to be able to work at that age. It was a hard job, I made minimum wage and I worked every Saturday and Sunday, but I learned how to put in a full day's work. My parents still have the photograph of me holding my first paycheck. It wasn't very much after the owner deducted the cost of my uniform, but it was my own money and I held that check proudly.

First job in real estate or allied field: I started as an entry-level analyst in 2004 in the Affordable Housing Acquisitions Group at Related Capital Company. Related Capital is the predecessor company of Centerline Capital Group. I worked at Centerline for nine years in various positions in the acquisitions and fund management groups. When I left in April, I was the director of portfolio management and was responsible for overseeing a portfolio of more than \$9.7 billion of tax credit equity investments comprised of 1,200 affordable properties across the country.

What do you do now and what are you planning for the future? I joined Greystone's Affordable Housing Initiatives group in May as the director of investments. We work with developers, lenders and state agencies to recapitalize portfolios of affordable properties using tax-exempt bonds and Low-Income Housing Tax Credits. All of the properties are operated through the USDA's 515 program. I am responsible for structuring and closing partnerships with equity providers and investors for our transactions. We've helped to renovate and preserve more than 3,200 affordable apartments at 95 properties over the past five years, and we currently have a pipeline of more than 12,000 units that we anticipate closing in the next 24 months.

How do you unwind from a busy day in real estate? I currently live in lower Manhattan and I love Hudson River Park. If I can get out of work before dark, I'll take a walk along the water or out onto the piers to decompress.

Favorite book or author: I recently read and really enjoyed "White Tiger" by Aravind Adiga. It's an absolutely fascinating story about Indian culture and the influence of westernization, money, greed and corruption. I just picked up his newest book and can't wait to get a chance to read it this summer. I also read a lot of presidential biographies, but "American Lion," by Jon Meacham and "Team of Rivals," by Doris Kearns Goodwin are my favorites. Both books showed two very

interesting characters who were leaders in very different ways at important points in our country's history. Both books showed the good and bad side of politics and our leaders that are often glossed over during history classes in school.

Favorite movie: I love science fiction movies. I've seen pretty much every Star Wars episode at least ten times and loved seeing Blade Runner each time it was been re-released in the theaters. I can also watch any of the Back to the Future movies on a rainy weekend day when I'm stuck indoors, even if I start half-way through

Last song you downloaded? It's been a while since I downloaded a song, because I'm constantly listening to Pandora radio. The best Pandora stations are Motown (especially when they play Stevie Wonder), The Rolling Stones and Bruce Springsteen Radio.

One word to describe your work environment: Unpredictable.

Rules to live by in business: Your reputation is everything. Be up-front and honest with people and always tell the truth even when it's not easy.

If you could invite one person to dinner (living or dead) who would it be and where would you go? Will Ferrell, because he's the funniest man alive. We'd go to Great New York Noodletown in Chinatown. It's the best Chinese restaurant in the City, and I think he'd really like it.

What is your dream job? I'd love to own a classic car garage. I'd have a showroom full of American muscle cars and British roadsters. I'd never make any money, though, because every dollar I made would go towards paying off my speeding tickets.

New York Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540