



# R. Fain Hicks, IV

Vice President, Retail Investment Property Group

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## Experience

### **NAI BRANNEN GODDARD, Atlanta, Georgia**

Vice President - Co-Head of The Retail Investment Property Group which specializes in providing comprehensive transaction services to institutional as well as individual owners, investors and developers for all types of retail properties and sites.

Hicks has been involved in over 3.5 billion dollars of investment property financings and has spent 10 years in the Real Estate Capital Markets arena. This valuable experience along with the ability to think like a principal, provides a helpful understanding of critical facets of the transaction equation that greatly benefit our clients.

### **WACHOVIA SECURITIES, INC., Atlanta, Georgia**

Vice President - Managed the Atlanta Real Estate Capital Markets origination office which was responsible for generating loan volume regionally and nationally. Available financing products included first mortgage permanent debt, mezzanine loans, non-recourse bridge and construction loans and joint venture equity.

### **JP MORGAN MORTGAGE CAPITAL, INC., Atlanta, Georgia/New York City, NY**

Vice President - Underwrote and oversaw/coordinated the closing of CMBS loans originated out the Atlanta and New York offices.

## Education

### **UNIVERSITY OF GEORGIA, Athens, Georgia**

Bachelor of Business Administration in Finance  
Bachelor of Business Administration in Real Estate

## Professional Affiliations & Designations

Licensed Real Estate Agent, State of Georgia  
Atlanta Commercial Board of Realtors, Member  
International Council of Shopping Centers, Member