



## **Robert W. White, Sr., CIPS**

Principal Broker

**Specializing in 1031 – Tax Deferred Exchanges & Investments**

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### **Professional Profile**

Bob is a 34 + year commercial real estate veteran specializing in leases / sales and advisory services for local and national clientele. Bob is the first realtor in Central Ohio to qualify and receive the coveted Certified International Property Specialist (CIPS) designation and was one of 1<sup>st</sup> 347 in the world. Bob is also a specialist in 1031-Tax Deferred Exchanges. Bob is a U.S. Army retiree, having retired after completing 20 years and is a combat veteran of Vietnam. He is also a graduate of The Defense Language Institute – West Coast and speaks Arabic. He has served in many countries and is thoroughly knowledgeable in negotiations tactics with foreign nationals and is culturally aware of the necessities to conduct business around the world. Bob was an inaugural inductee into the Ohio Military Hall of Fame for Valor and now sits as a member of the Board. Bob is Chairman of The Property Maintenance Appeals Board for Code Enforcement for City of Columbus. Bob is a CCIM Candidate in pursuit of the CCIM Designation.

### **Experience**

2006 – Present

Prudential CRE Commercial Real Estate  
Broker

1996 – 2006

Commercial Development Director for Coldwell Banker  
Commercial NRT formerly known as Prudential Commercial  
Connection, REALTORS®

1995 – 1996

The Prudential Commercial One  
Director, International Group

1973 – 1994 Bob White Realty, Inc & ERA Marketing, Inc.  
Broker/Owner

### **Recent Client List**

Companies Bob has had the honor to assist:

- Prudential Insurance Co of America
- NCOT Accounting and Consulting
- National Emergency Numbers Association
- Rivergate Associates Partnership
- Dr. Robert L. Field
- Dr. William Schory
- Warehouse Services Division of Ralston
- Denier Electrical Company, Inc.
- Ferrellgas, Inc.
- Stofcheck Ambulance Services, Inc.
- National Rent-A-Fence
- Dr. Kylene Fernandez, DDS
- Midland Title Agency, Inc.
- Prudential Securities
- Dr. Bill Coulman, DDS
- Dr Ann Stubbs
- Regional Acceptance Corporation (BB&T Bank)

### **Education**

1971 – 1975

Franklin University – Columbus Ohio  
B.S. Business Administration

1962 – 1963

Defense Language Institute, Monterey, CA  
Linguist – Interpreter of Arabic Language

### **Real Estate Affiliations & Training**

CIPS – Certified International Property Specialist

GRI – Graduate Real Estate Institute

CCIM Institute –Candidate Member of CCIM Institute  
pursuing the Certified Commercial Investment Member  
(CCIM) designation.

NAR – International Section Operations Committee Member  
National Association of Realtors®

NAR – Member Realtors Commercial Alliance

CCIIR – Member Columbus Commercial Industrial  
Investment Realtors

CREE – Columbus Real Estate Exchangors