

MARK J. BUONO

Education

Ph.D. Economics | University of North Carolina – Chapel Hill | 1986

B.S. Economics | College of Charleston | 1981

Experience

College of Charleston | 2020 – Present

Visiting Instructor and Interim Director of the Carter Real Estate Center

SEDA Experts | 2022 – Present

Managing Director

College of Charleston | 2019 – 2020

Adjunction Professor of Finance

Global Atlantic Financial Corporation | 2014 - 2020

Senior Advisory Director – Investments

Managing Director/Commercial Real Estate Portfolio Manager

The commercial real estate portfolio included the commercial mortgage origination platform, the CMBS portfolio, commercial real estate equity investments, and the unsecured REIT debt portfolio. Portfolio management involved investment decisions, strategy and risk management.

The commercial real estate portfolio had grown from less than \$1 billion when I joined Global Atlantic in 2014 to more than \$10 billion when I retired.

Created the commercial mortgage origination platform and portfolio management system.

Goldman, Sachs and Company | 1993 - 2013

Managing Director – Special Assets Group

Created a group that managed the distressed commercial mortgage debt portfolio during the Great Recession. The Special Assets Group was responsible for all the commercial mortgage debt restructurings in the United States and Europe. The Special Assets Group resolved over \$17 billion of transactions from 2009-2013, including the Hilton Hotels and Harrah's restructurings. I was also a member of the Goldman Sachs Bank capital committee.

Managing Director – Mortgage Trading

Responsible for the commercial mortgage origination platform at Goldman Sachs. The origination group grew from less than 25 people to more than 75 people during my tenure, and annual origination volume grew from \$1 billion to more than \$10 billion. In addition to the origination of commercial mortgages, I directed the securitization, risk management, and distribution of CMBS, mezzanine debt, and commercial mortgage CLOs.

Vice President – Mortgage Trading

Senior trader responsible for secondary CMBS trading and managing a group of traders and research analysts.

Vice President – Mortgage Research

After initially building prepayment and default statistical models, I led the mortgage research efforts in residential and commercial real estate securities. The role involved publishing research on a weekly basis.

Freddie Mac | 1990-1993

Vice President – Mortgage Research

Responsible for determining the multifamily guaranty fee and other multifamily research.

Vice President – Mortgage Trading

Head trader responsible for the pricing and distribution of all the residential mortgages purchased for cash by Freddie Mac. Directed a trading desk of five MBS traders.

Rutgers University | 1988-1989

Assistant Professor of Finance

Temple University | 1985-1988

Assistant Professor of Finance

Leadership and Involvement

College of Charleston Foundation Board Member

UNC-Chapel Hill Economics Department Advisory Board Member

ULI, CREW, CTAR

Academic Publications

- Buono, Mark J. "An Empirical Investigation of the Macroeconomic Explanations of the Inverse Relationship between Common Stock Returns and Inflation." University of North Carolina. Ph.D. Dissertation 1986.
- Buono, Mark J. "The Relationship between the Variability of Inflation and Stock Returns: An Empirical Investigation." *Journal of Financial Research* 12 (4). 1989. pp. 329-339.
- Buono, Mark J. and B. Kelly Eakin. "Branching Restrictions and Banking Costs." *Journal of Banking and Finance* 14 (6). December 1990. pp. 1151-1162.
- Eakin, B. Kelly, Mark J. Buono and Daniel McMillen. "Constructing Confidence Intervals Using the Bootstrap: An Application to a Multi-Product Cost Function." *The Review of Economics and Statistics* 72 (2) May 1990. pp. 339-344.
- Buono, Mark J., Russell B. Gregory-Allen and Uzi Yaari. "The Efficacy of Term Structure Estimation Techniques – A Monte Carlo Study." *Journal of Fixed Income* 1 (4) March 1992. 52-63.