

PETER A. FRANDANO, CCIM, MBA

President, River Sound Inc./Valuation Services Director | Colliers Valuation & Advisory Services

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EXECUTIVE SUMMARY

Commercial real estate executive, certified general valuation expert, experienced broker, consultant, business owner, and industry leader with more than 25 years of experience spanning appraisal, brokerage, consulting, litigation support, eminent domain, development advisory, and corporate management. Currently serving as Valuation Services Director with Colliers Valuation & Advisory Services, leading complex valuation and consulting assignments throughout North and South Carolina. Recognized as a North Carolina CCIM Hall of Fame inductee, recognized as a Top Deal Maker by the CCIM Institute, former President of the NC CCIM Chapter, published author, and former co-owner of a 23-broker real estate firm.

PROFESSIONAL EXPERIENCE

Colliers International – Valuation Services Director | Charlotte (2025–Present)

Lead valuation and advisory assignments throughout North Carolina involving office, industrial, retail, multifamily, land, medical, mixed-use, hospitality, and special-purpose properties.

- Complex commercial appraisal and valuation assignments
- Eminent domain, condemnation, partial acquisition and easement analysis
- Litigation support, mediation support and expert witness consulting
- Market studies, highest and best use analyses and feasibility studies
- Financial institution, attorney, municipal and corporate client assignments
- Valuation advisory services across a broad range of asset classes

River Sound, Inc. – President (2005–Present)

Founder and President of a commercial real estate consulting company providing valuation, brokerage, investment analysis, development advisory and consulting services.

The MECA Companies – Chief Operating Officer (2015–2016)

Oversaw operations of a regional real estate company including brokerage, property management, construction, development and consulting divisions. Directed strategic initiatives and organizational restructuring.

Southport Realty, Inc. – Managing Partner / Co-Owner (2003–2014)

Former co-owner and managing partner of a 23-broker full-service real estate firm in southeastern North Carolina.

- Top-producing commercial broker
- Managed brokerage operations, recruiting and business development
- Successfully navigated the firm through the Great Recession
- Expanded commercial brokerage and consulting services

Avery Dennison Corporation – Global Operations Manager (1999–2003)

Led global supply chain and client service operations supporting major retail clients including Walmart, Nike, Talbots and others.

Sara Lee Corporation – Operations & Logistics Management (1990–1999)

Managed manufacturing, distribution and logistics operations while leading process improvement and operational excellence initiatives.

SELECT PROFESSIONAL ACCOMPLISHMENTS

- North Carolina CCIM Hall of Fame Inductee
- Recognized by the CCIM Institute as a Top Deal Maker in Commercial Real Estate
- Past President, North Carolina CCIM Chapter
- Board Member, Charlotte Regional Board of REALTORS
- Former Board Member, North Carolina CCIM Chapter
- Former North Carolina Association of REALTORS Regional Vice President
- Published Author (pre AI era - 2021)– Endurance Real Estate: Running from Peak to Peak
- Former co-owner and manager of a 23-broker real estate firm
- Extensive valuation experience involving financial institutions, municipalities, transportation agencies and private investors

AREAS OF EXPERTISE

Commercial Real Estate Valuation • Eminent Domain & Condemnation • Litigation Support • Expert Witness Services • Highest & Best Use Analysis • Market Studies • Investment Analysis • Commercial Brokerage • Development Advisory • Land Valuation • Office • Industrial • Retail • Multifamily • Mixed-Use • Medical Office • Hospitality • Right-of-Way Acquisitions • Easement Valuation • Real Estate Damages

INDUSTRY LEADERSHIP & COMMUNITY INVOLVEMENT

NC CCIM Chapter President (2017); NC CCIM Chapter Board Member (2010–2020); North Carolina Association of REALTORS leadership roles; community volunteer and youth sports coach.

EDUCATION

MBA – Wake Forest University, 1999

BSBA – University of North Carolina at Chapel Hill, 1990