

QUALIFICATIONS OF THE APPRAISER

ANDREW TROTT

EDUCATION

BBA Degree

- 1991, Real Estate and Finance, University of Mississippi

University of Mississippi - Courses

- Principles of Real Estate
- Introduction to Real Estate Appraisal
- Real Estate Finance
- Advanced Income Property Valuation
- Real Estate Investment Analysis
- Real Estate Law

Appraisal Institute - Courses

- Standards of Professional Appraisal Practice, Part A and B - ('92)
- Standards of Professional Appraisal Practice, Update - ('99, '01, '05, '06,'08, '10)
- Course 101, Introduction to Appraising Real Property ('91)

Appraisal Institute – Seminars

- Small Residential Income Property Appraisal Report – ('92)
- Industrial Valuation - ('96)
- Appraising Industrial Properties - ('96)
- The High Tech Appraisal Office - ('97)
- The Internet and the Appraiser - ('98)
- Lease Abstracting and Analysis - ('99)
- Appraisal of Local Retail Properties - ('01)
- Real Estate Fraud - ('01)
- Relocation Appraisal ('02)
- Commercial Leases – ('02)
- Evaluating Commercial Construction – ('02)
- Analyzing Operating Expenses – ('03)
- Scope of Work – ('03)
- Land Valuation – ('04)
- Appraising From Blueprints and Specifications – ('04)
- Online Cool Tools: New Technology for Real Estate Appraisers – ('05)
- Uniform Appraisal Standards for Federal Land Acquisitions – ('06)
- General Demonstration Appraisal Report Writing – ('07)
- What Clients Would Like their Appraisers to know – ('08)
- Office Building Valuation: A Contemporary Perspective – ('08)
- Appraising Convenience Stores – ('09)
- An Introduction to Valuing Green Buildings ('09)

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www.ciappraisal.com

QUALIFICATIONS OF THE APPRAISER

ANDREW TROTT

- Appraising Distressed Commercial Real Estate ('10)
- Business Practices and Ethics ('10)

Marshall & Swift Valuation Service

- Marshall and Swift Residential Cost Estimation - ('00)
- Marshall and Swift Commercial Cost Estimation - ('00)

EMPLOYMENT

5/93 to Present: Staff appraiser with C & I Appraisal Services, Inc.; Perform property appraisals on many types of commercial and industrial properties.

12/91 to 5/93: Engaged as a staff appraiser with Realty Services, Inc.

LICENSES & AFFILIATIONS

- State General Certified Real Estate Appraiser - TN - #CG-1469
- State General Certified Real Estate Appraiser - AR - #CG-3485N
- Associate Member of the Appraisal Institute
- Associate Affiliation with the Memphis Chapter of the Appraisal Institute

EXPERIENCE

Performed various assignments on many types of commercial, office, industrial, and land, both existing and proposed, in the Memphis, MSA and surrounding areas.

PROPERTY TYPES APPRAISED

<i>INDUSTRIAL</i>	<i>COMMERCIAL</i>	<i>RESIDENTIAL</i>	<i>SPECIAL USE</i>
Warehouse	Office	Garden Apartments	Truck Sales/Service
Distribution	Retail	High-Rise Apartments	Convenience Stores
Truck Terminal	Shopping Centers	Section 8 Housing	Mini-Storage
Office/Warehouse	Medical	Mobile Home Park	Restaurants
Manufacturing	Free Standing	Subdivisions	Fast Food
Office/Showroom	Vacant Land	2-4 Family Dwellings	Car Wash
Vacant Land		Vacant Land	Auto Service

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