

# QUALIFICATIONS OF THE APPRAISER

## HUGH GREER

### EDUCATION

#### **BS DEGREE**

- Marketing and Sales, Memphis State University, Memphis, Tennessee ('87)

#### **Appraisal Institute - Courses**

- Course 1A/1: Real Estate Appraisal Principles - University of Georgia ('92)
- Standards of Professional Practice, Parts A and B - ('92, '97)
- Appraisal Procedures - University of Minnesota ('93)
- Basic Income Capitalization - Portland State University ('93)
- Course 550: Advanced Applications - Memphis Area Association of Realtors ('95)
- Report Writing & Valuation Analysis - Memphis ('97)
- Course 410 – National USPAP Course – Memphis ('04)

#### **Commercial Investment Real Estate Council**

- CI 100: Marketing Techniques for Leasing and Selling Commercial Real Estate, ('90)
- CI 101: Fundamentals of Real Estate Investment and Taxation, Memphis, TN. ('90)

#### **Appraisal Institute – Seminars**

- Data Confirmation & Verification Methods - Memphis ('96)
- Lease Abstracting & Analysis - Memphis ('99)
- Case Studies in Highest & Best Use – Nashville ('00)
- Analysis of Nonconforming Uses – Memphis ('00)
- Regression Analysis – Memphis ('00)
- REITs & the role of the Appraiser – Memphis ('00)
- Appraisal of Local Retail Property – Memphis ('01)
- Real Estate Fraud – Memphis ('01)
- Analyzing Commercial Lease Clauses – Memphis ('02)
- Evaluating Commercial Construction – Memphis ('02)
- Separating Real & Personal Property from Intangible Business Assets – Memphis ('03)
- Course 410 – National USPAP – Memphis ('04)
- National USPAP Equivalent Course – ('06)
- Analyzing Operating Expenses – ('06)
- Special Purpose Properties – ('06)
- Demonstration Report Writing – ('07)
- Analytics with the Site to Do Business – ('07)
- An Introduction to valuing Green Buildings – ('08)
- Business Practices and Ethics – ('09)
- Data Verification Methods – ('10)
- Appraising Distressed Commercial Real Estate – ('10)
- National USPAP Equivalent Course – ('10)
- Appraisal Curriculum Overview – ('10)

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### EMPLOYMENT

- 12/91 - Present                      **C & I Appraisal Services, Inc.**, Memphis, Tennessee  
Staff Appraiser. Responsible for preparing real property appraisals on commercial, industrial & special use properties.
- 1/89 – 11/91                         **Makowsky & Ringel, Inc.**, Memphis, Tennessee.  
Commercial Real Estate Agent. Responsible for leasing and brokerage of commercial property. Developed new clientele.

### LICENSES & AFFILIATIONS

- MAI Candidate - Appraisal Institute - October, 1992
- Candidate Affiliation in the Memphis Chapter of the Appraisal Institute - October, 1992
- State Certified General Real Estate Appraiser - TN License #CG-1425

### 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

<b>INDUSTRIAL</b>	<b>COMMERCIAL</b>	<b>RESIDENTIAL</b>	<b>SPECIAL USE</b>	
Warehouse	Office	Apartments	Place of Worship	Veterinary Clinics
Distribution	Retail	Subdivisions	Mini-Storage	Health Club
Truck Terminal	Shopping Centers	Vacant Land	Car Washes	
Office/Warehouse	Free Standing		Movie Theaters	
Office/Showroom	Vacant Land		Schools	
Manufacturing			Auto Service	
Vacant Land			Reception Hall	

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