

Curriculum Vitae (CV)

Lawrence J. Colorito, Jr., MAI Senior Managing Director Valbridge Property Advisors | Virginia

Employment

- February 2002 to March, 2013 – Principal & Co-Owner, Axial Advisory Group, LLC with offices in Chesapeake, VA; Williamsburg, VA; & Richmond, VA
- March 1995 to February 2002 - Vice President/Real Estate Appraiser with Anthony J. Oddo & Associates, Inc. in Yorktown, Virginia and Northern Virginia
- August 1990 to March 1995 – Appraiser with Dominion Realty Advisors, Inc., Newport News, Norfolk and Northern Virginia
- June 1988 to August 1990 – Appraiser with Krauser, Welsh, Sorich and Cirz, Inc., in Morristown, NJ

Professional Experience & Competencies

- Appraised or consulted on various forms of real estate in approximately 20 states
- Property types including small & large office buildings, both single & multitenant; free-standing retail; neighborhood, community, “power”, & regional shopping centers; regional & super-regional malls; bank branches; churches; light & heavy industrial; multi-family condominium & apartment projects; attached & detached single-family; mixed-use; attached & detached single-family subdivisions; commercial & industrial subdivisions; residential, agricultural, commercial & industrial land, partial takings by right of eminent domain.

Professional Licenses & Affiliations

- Designated Member Appraisal Institute (MAI) with Continuing Education Completed
 - Hampton Roads Chapter Education Chairman, 1997 and 1998
 - Hampton Roads Chapter Vice President, 1999
 - Hampton Roads Chapter President, 2000
 - Hampton Roads Chapter Regional Representative, 1999-2001
 - Young Advisory Council (YAC) participant, 1997 - 1999
 - Leadership Development & Advisory Council (LDAC) Discussion Leader, 2000
 - LDAC Vice Chair, 2001
 - LDAC Chair 2002
 - Seminars Subcommittee, 2000-2001
 - Seminars Subcommittee, Vice Chair, 2002
 - Regional V Chair, 2005
 - National Board of Directors, 2003-2005
 - Governance Restructure Project Team, 2003-2004
 - National Strategic Planning Committee Chair, 2006
 - Education Trust Fund Trustee, 2007 – 2012
 - National Nominating Committee, 2011
- Certified General Real Estate Appraiser in the Commonwealth of Virginia - #4001-002033
- Certified General Real Estate Appraiser in the State of Maryland - #10849
- Certified General Real Estate Appraiser in the District of Columbia - #GA10440
- Certified General Real Estate Appraiser in State of North Carolina - #A4887

- Temporary Practice Permits granted in numerous other states
- Board Member Pennsylvania State University Smeal College of Business Institute for Real Estate Studies-2016-present
- Old Dominion University E.V. Williams Center for Real Estate
 - Executive Committee, 2013 – 2015
 - Chair, 2016-
- Member-Hampton Roads Association of Commercial Real Estate (HRACRE)
 - Programs Committee Chair, 2005
 - Strategic Planning Committee Chair, 2007-2010
 - Board of Directors, 2006 – Present
 - Secretary/Treasurer, 2008-2009
 - President Elect, 2010
 - President, 2011
 - Immediate Past President, 2012
 - Past President's Council Representative to the Executive Committee, 2013-2014
- Member-Urban Land Institute (ULI)
- Adjunct Faculty-Mason School of Business-College of William & Mary-2016
- Adjunct Faculty-Strome College of Business-Old Dominion University-2016-present

Undergraduate & Graduate Education

- Penn State University – Smeal College of Business, B.S., Finance, 1988
 - Profiled as Featured Alumnus in the Spring 2010 issue of the Institute for Real Estate Studies Smeal College of Business Newsletter
- University of Denver – Daniels College of Business, Burns School of Real Estate, M.S., Real Estate & Construction Management, 2013
 - Member of Alpha Sigma Gamma International Real Estate Honorary Society

Other Real Estate & Appraisal Specific Education

- Attended and successfully completed all courses for Qualifying Education (QE) necessary for a Certified General Real Estate Appraiser license & the MAI designation issued by the Appraisal Institute. The latter includes Peer Review, a Demonstration Appraisal Report & a Comprehensive Examination, 1989 – 1995
 - Real Estate Appraisal Principals, 3/89
 - Basic Valuation Procedures, 3/90
 - Capitalization Theory & Techniques, Part A, 9/91
 - Capitalization Theory & Techniques, Part B, 9/91
 - Standards of Professional Practice, Part A, 4/92
 - Standards of Professional Practice, Part B, 4/92
 - Case Studies in Real Estate Valuation, 7/92
 - Report Writing & Valuation Analysis, 7/92
 - Demonstration Appraisal Report & Comprehensive Examination, 1993 to 1995
- Courses & Seminars for Continuing Education (CE) by the Appraisal Institute, 1995 – present
- Other Real Estate related courses, presentations, seminars, symposiums, & CE by New York University, Old Dominion University, Virginia Commonwealth University, VDOT, RICS, IAAO,

ULI, Hampton Roads Association of Commercial Real Estate, Alpha Omega, McKissock, various attorney and accountant groups & others, 1995 – Present

Expert Witness

- Qualified as an expert witness in United States Bankruptcy Court, Eastern District of Virginia
- Qualified as an expert witness in the Circuit Court of the City of Virginia Beach
- Qualified as an expert witness in the Circuit Court of the City of Portsmouth
- Consulted on and/or deposed on numerous other occasions involving litigation on real estate matters both eminent domain & non-eminent domain related.

Speaking & Writing

- Discussion Leader on the topic of Leadership Development for the Appraisal Institute's LDAC Conference, 2000
- Panel Member addressing the topic of Valuation of Contaminated Property on an HRACRE panel discussion
- Speaker on the State of the Real Estate Appraisal Industry & the Appraisal Institute to groups such as the Hampton Roads Chapter of the Appraisal Institute, Virginia Commonwealth Chapter of the Appraisal Institute, North Carolina Chapter of the Appraisal Institute, & the Blue Grass Chapter of the Appraisal Institute
- Co-Author of "Recommendations – March 2000" published in Valuation Insights & Prospectives by the Appraisal Institute, 2000
- Guest Lecturer on the subject of Land Use & Value for Finance 498 at Old Dominion University, 2011
- Guest Lecturer annually on the subject of Real Estate Appraisal for Risk Management class at Penn State University, 2011 – 2014, 2017, 2018
- Authored "Is There Value in High Performance Buildings?" published in Inside Business – The Hampton Roads Business Journal, 2012
- Guest Lecturer on Argus DCF industry software at College of William & Mary, 2013
- Asked to comment on real estate related issues in various publications

Clientele

- Local, state and federal agencies, city and county governments and housing authorities, regional and national banking and financial institutions, insurance companies, local and national corporations, accountants, attorneys, developers, investors and private individuals.