

HILARY JONES, MAI, AI-GRS, CHIA

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SUMMARY

Director level Real Estate Appraiser with solid background in Appraisal Review across all asset types, and the valuation of hotel properties within the United States, seeking to leverage background to fill senior role with respected organization. An analytical and self-motivated leader with a strong foundation in consulting, mentoring and strategic problem solving.

ATTRIBUTES

- A competent and efficient leader
- Well organized
- Effective mentor/coach capabilities
- Proficient in written and verbal communication
- Consistent ability to meet deadlines
- Highly analytical and detail oriented
- Skilled researcher
- Proficient with Microsoft Office
- Entrepreneurial

EXPERIENCE

Director, Valuation (Review), Hospitality Practice Group Leader

Bowery Valuation, Washington DC | 2021-2022

- Ensured the delivery of high-quality appraisals through thorough reviews in accordance with Federal appraisal regulations, and USPAP, for a team of approximately 20 appraisers in two offices.
- Provided technical assistance to teams regarding appraisal procedures, appraisal theory and methodology.
- Built a team of six appraisal professionals and trained them on asset specific databases, templates and models.
- Cut production time by half in three months through training and mentorship of the team and the development of a consistent hotel appraisal report format and efficient excel tool.
- Advised Business Development in the strategy for procuring new hospitality business and the preparation of new proposals, including recommending competitive job bids.
- Grew the hospitality appraisal capabilities for Bowery increasing throughput and revenues by 400% over the course of eight months.

Senior Review Appraiser

Collateral Evaluation Services, Roswell GA | 2019-2021

- Hired as a specialist review appraiser based on experience and expertise in the valuation of hospitality assets.
- Uncompromisingly ensured reports for all asset types were compliant with USPAP, state and federal guidelines.
- Examined each report for clarity and ensured opinions were well supported.
- Demonstrated superior communication with the appraiser and other stake holders as applicable to resolve errors or omissions in a timely manner.
- Presented written opinion of the appraisal in a clear and concise manner to the lender.

Senior Appraiser

Hospitality Appraisals, Yorktown VA | 2010-2021

- Utilized extensive knowledge of state and federal real estate guidelines to develop well supported and timely appraisals and feasibility studies on a wide range of lodging assets valued from sub-\$500K to \$75M+.
- Excelled in fieldwork, developing relationships in over 40 states with clients, developers, tax and assessment officers and property owners.
- Demonstrated superior interviewing and research skills enabling the retrieval of data that is difficult to obtain.
- Consistently employed excellent time-management and organizational skills, analyzing data and completing assignments to strict deadlines while working from a satellite office.

Senior Valuation Specialist

Colliers International, Boston MA | 2016-2017

- Increased Collier's hospitality practice in Northern New England by 100% over a period of 6 months.
- Applied valuation skills to a wide range of other commercial asset types located in suburban and rural areas of New England.
- Participated in the training of Appraiser Trainees.

Director of Operations

Inngenum, Fryeburg ME | 2001-2016

- Achieved 95% success rate in enabling hospitality clients to meet their specified business goals through providing financial analysis services, feasibility and market studies and business planning solutions.
- Authored the "Inns for Sale" Study which provided unique insights for the small lodging industry via analysis of collated sales, listings and financial data.
- Fostered relationships with other community leaders and industry connections.
- Recognized as an industry leader, panel participant and workshop facilitator at the Professional Association of Innkeepers International (PAII) conferences for eight years.

Owner / Innkeeper

Admiral Peary House, Fryeburg ME | 2003-2011

- Owned and managed this 7-room Inn through application of skills in accounting, operations and marketing.
- Successfully rebranded and repositioned the inn resulting in a 75% increase in revenues over the first three years, the highest achieved in its 20-year operation.

Director of Project Management

The Designory, Long Beach CA | 2000 – 2001

- Spearheaded proposal strategy development and ensured financial controls and process design deadlines were met, working under pressure on projects valued at between \$1M and \$10M.
- Directed a team of four project managers and twenty design professionals producing web-based multi-media and software projects for major clients including Nissan, Subaru and Infiniti.
- Provided business and financial management support to project stakeholders.
- Prepared executive level client presentations and headed up research and competitive analysis teams.

EDUCATION AND TRAINING

BSc: Business Management University of Phoenix

LICENSES & CERTIFICATIONS

MAI and AI-GRS Designations from the Appraisal Institute

Certified General Appraiser (multiple State licenses)

AHLA Certificate in Hotel Industry Analytics (CHIA)

OTHER

2022/2023 President of the Savannah Chapter of the Appraisal Institute

2022/2023 Commodore, Chatham Sailing Club

Board member Mt. Washington Chamber of Commerce 2006 – 2010

President, Country Inns in the White Mountains inn association 2006 – 2011