

QUALIFICATIONS OF **BRIAN J. DUNDON, MAI**

Experience: Independent Fee Appraiser specializing in the appraisal of income producing properties. Appraisal assignments for proposed and existing properties have included central business district and suburban office buildings, high bay industrial warehouses, office/warehouses, apartment buildings, shopping centers, oceanfront high rise condominiums, motels, residential subdivisions, mobile home parks, self-storage facilities and vacant land, as well as condemnation valuation for public and private sector clients.

Education:

Master of Business Administration (Finance), University of Michigan, Ann Arbor, Michigan
Bachelor of Engineering (Ceramic/Materials), The Ohio State University, Columbus, Ohio

Government:

Qualified Witness - United States Tax Court, Washington D.C.
- Circuit Court, Norfolk, Chesapeake, Suffolk and Virginia Beach, Virginia
Licensed As *Certified General Real Estate Appraiser* and Real Estate Salesperson in Virginia

Professional Courses:

Appraisal Curriculum Overview, 2010
Appraising Distressed Commercial Real Estate, 2009
Self Storage Economics and Appraisal, 2006
Alternative Uses and Cost Valuation of Small Mixed Use Properties, 2006
Feasibility Analysis, Market Value, Impact of Option Value, 2006
The Appraiser as an Expert Witness, 2003
Small Hotel/Motel Valuation, 1999
Analyzing Operating Expenses, Appraisal Institute, 1999
Income Valuation of Small, Mixed-Use Properties, Appraisal Institute, 1999
Appraiser's Complete Review Seminar, Appraisal Institute, 1995

Seminars:

Discounted Cash Flow Model: Concepts, Issues and Applications, 2010
Business Practices and Ethics, 2010
Uniform Standards of Professional Appraisal Practice, 2010
Business Practices and Ethics, May 2008
Forecasting Revenue, 2008
Hampton Roads Real Estate Market Overview, Old Dominion University Real Estate Center, 2008
Effective Banker-Appraiser Communication, 2007
Residential Design and Functional Utility, 2005
Market Analysis and Highest and Best Use, 2004
Scope of Work: Expanding Your Range of Services, 2003
Analyzing Commercial Lease Clauses, 2002
Real Estate Disclosure, 2001
Virginia Law (Appraisal and Real Estate Law), 2000
Understanding & Testing Discounted Cash Flow Valuation Models, 1999
Title Insurance Overview, Lawyers Title, 1999
1031 Like-Kind Exchanges, Stewart Title, 1999
Loss Prevention Seminar, Appraisal Institute, 1998
Litigation Skills For the Appraiser, Appraisal Institute, 1997
Valuing Wetland Mitigation Banks and Contaminated Properties, Appraisal Institute, 1997
The Internet and Appraising, Appraisal Institute, 1997

Related Experience:

Credit Analyst, Mellon Bank N.A., London, U.K., and Pittsburgh, Pennsylvania (1973-1975)
Welding Engineer, Armco International, Tehran, Iran, and São Paulo, Brazil (1975-1980)
Corporate Strategy Analyst and Banking Relations Manager, Armco Inc., Middletown, Ohio (1980-1983)

Memberships:

Member Appraisal Institute (MAI), Hampton Roads Chapter, Appraisal Institute
Ex-Officio President (2000), Board of Directors (1993 - 2001), Appraisal Inst. - Hampton Roads Chapter
Executive Committee - Center for Real Estate and Economic Dev. (CREED), Old Dominion University
Member - Fee Appraiser Panel, Virginia Department of Transportation
Eggleston Services – Board of Directors (2003-2008), Vice Chair (2008-2010)