

## APPRAISER'S QUALIFICATIONS

Paul L. Snow, MAI

NC State-Certified General Appraiser #4499      SC State-Certified General Appraiser #4819  
GA State-Certified General Appraiser #315640      VA State-Certified General Appraiser #4001 011569

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A State-Certified General Appraiser and designated Member of the Appraisal Institute, Paul L. Snow owns Analytical Consultants, a real estate appraising and consulting firm in Chapel Hill, NC.

He graduated from the University of North Carolina at Chapel Hill in 1995 with a Bachelor's Degree in Public Policy and Analysis. Rather than pursuing a career in city planning, government administration or the like, he joined Analytical Consultants as a fee appraiser. From 1998-2003 he lived in Raleigh, NC and worked as a Senior Appraiser for Williams Appraisers, a real estate appraisal and consulting firm with a national client base performing assignments across the East Coast. In 2003 he rejoined Analytical Consultants as a principal.

Experienced with both residential and commercial property, Mr. Snow has appraised vacant land, homes, apartments, office buildings, restaurants, shopping centers, industrial buildings and many other types of commercial real estate. He has specialized experience in the appraisal of net lease and LIHTC (low income housing tax credit) properties. Some of the more prominent appraisal assignments include being a team leader in the appraisal of the 770,000-SF Entertainment Sports Arena in Raleigh, NC and appraising the 1,600-acre Briar Creek Development, also in Raleigh, NC. Additionally, he has appraised several Class A multi-tenant office buildings and shopping centers.

Paul is a member of TCAR (Triangle Commercial Association of Realtors). He is co-chair of the Orange County Infrastructure Committee (part of the Economic Development Commission) and sits on the Board of Equalization and Review for Orange County, NC.

Education:

### NC Appraisal Board Classes

R-1 Introduction to Real Estate Appraisal  
R-2 Valuation Principals and Procedures  
R-3 Applied Residential Property Valuation  
G-1 Introduction to Income Property Appraisal  
G-2 Advanced Income Capitalization Procedures  
G-3 Applied Income Property Valuation

### Appraisal Institute Classes:

Standards of the Professional Practice,  
Part A and B (USPAP)  
Basic Income Capitalization (310)  
Advanced Income Capitalization (510)  
Highest and Best Use (520)  
Sales Comparison Approach (530)  
Narrative Report Writing (540)  
Advanced Applications (550)

Other Education and Classes:

Standards of the Appraisal Practice A & B (taken on a 2-yr. cycle)  
Appraising in NC  
New Technology for the Appraiser  
Conservation Easements  
Trainees and Supervisors  
Yellow Book: Uniform Appraisal Standards for Federal Land Acquisitions (May 2006)  
Internet Strategies for Real Estate Appraisers  
Condemnation Appraising

Courses and Seminars Taught

Appraisals for Lenders: Basic Principles of Ordering and Understanding Appraisals  
- CICNC – Community Investment Corporation of North Carolina, Raleigh, NC  
(January 2008)  
- Self Help Credit Union, Durham, NC (January 2008)

## **PARTIAL CLIENT LIST - ANALYTICAL CONSULTANTS**

### **Lending Institutions**

Bank of America  
Branch Bank and Trust  
Capital Bank  
Cardinal State Bank  
CICNC - Community Investment Corporation of NC  
CRIIMI MAE  
First Citizens Bank  
First State Bank  
GMAC Commercial Mortgage  
Harrington Bank  
Hillsborough National Bank  
Mechanics and Farmers Bank  
Paragon Bank  
RBC Centura  
SunTrust Bank  
Wachovia Bank  
Gateway Bank

### **Institutional and Corporate**

Association for Preservation of the Eno River  
City of Raleigh  
Crosland Development  
Chatham County Schools  
Duke Power  
Orange County, NC  
Quest Diagnostics  
Regency Development  
Town of Carrboro, NC  
Town of Chapel Hill, NC  
Town of Pittsboro, NC  
Triangle Land Conservancy  
University of North Carolina  
Wall Street Financial Corporation  
Wake County Revenue Department