

Appraiser Qualifications – Nelson C. Pratt, MAI

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Hodges & Pratt Co.

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Education

- The University of Tennessee
 - Bachelor of Science in Business Administration (2000)
Major in Finance with an emphasis in Real Estate

Professional and Technical Courses

- Currently certified in the program of continuing education as required by the state
- Attended numerous professional courses and seminars relative to real estate appraisal to include the following:
 - Principals of Real Estate Appraisal
 - Procedures of Real Estate Appraisal
 - Basic Income Capitalization
 - Advanced Income Capitalization
 - Highest & Best Use and Market Analysis
 - Advanced Cost and Sales Comparison Approach
 - Report Writing and Valuation Analysis
 - Advanced Applications
 - Business Practice & Ethics
 - Standards of Professional Practice – USPAP
 - 7-hour USPAP Update (every two years)
 - State of the Profession
 - Evaluating Commercial Construction
 - Litigation Skills for Appraisers
 - Supervising Appraisal Trainees
 - Complex Litigation Case Studies
 - Comparative Analysis
 - Current Issues in Real Estate Development
 - Cool Tools
 - TDOT Plans Reading Course
 - HUD MAP Training
 - HUD MAP Tune-up Workshop
 - Associate Member Guidance & Experience Workshop
 - Mortgage Fraud
 - Appraisal of Local Retail Properties
 - Site To Do Business Training
 - Feasibility Analysis-Market Value-and Investment Timing
 - Appraisal Challenges: Declining Market & Sales Concessions
 - Introduction to Valuing Green Buildings
 - HP12-C Online Seminar
 - Marketability Studies: Advanced Considerations & Applications
 - General Demonstration Report Writing

Real Estate Experience

- 2009 to Present: *President* – Hodges & Pratt Company, PC
- 2005 to 2009: *Partner* – Hodges & Pratt Company, PC (formerly Bob F. Hodges Company, PC)
- 2000 to 2004: *Associate Appraiser* – Bob F. Hodges Company, PC
- 1998 to 1999: *Assistant* – Knox County Property Assessor's Office

Professional Affiliations

- MAI Designated member of the Appraisal Institute
- Professional Member of the National Council of Housing Market Analysts (NCHMA)
- Associate member of the Southeast Mortgage Advisory Council (SMAC); I have attended the annual multifamily conference each year since 2007
- Currently licensed to perform real estate appraisals in the eight states outlined below:
 - TN Certified General License No. CG-2754
 - MS Certified General License No. GA-866
 - SC Certified General License No. CG-6521
 - GA Certified General License No. 338202
 - NC Certified General License No. A7285
 - AL Certified General License No. G00912
 - VA Certified General License No. 4001 01492
 - KY Certified General License No. 004552

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- 2007: Recipient of the Roscoe Jackson Award from the Greater Tennessee Chapter of the Appraisal Institute for leadership and involvement in the Chapter and industry
- 2007/08: Education Chair / Regional Representative, Greater Tennessee Chapter of the Appraisal Institute
- 2005/06: Bylaws Committee Chair for the Greater Tennessee Chapter of the Appraisal Institute
- Served for three years on the Board of the Greater Tennessee Chapter of the Appraisal Institute
- Two-time participant in the Appraisal Institute's Leadership Development and Advisory Council (LDAC)
- Former Ambassador Volunteer for the Knoxville Area Chamber Partnership
- Selected by the *Greater Knoxville Business Journal* as one of the 2010 '40 under 40' for east Tennessee business leaders

Appraisal Assignments Completed

- Completed appraisal assignments including, but not limited to, the following property types:
 - Apartments – Affordable / Conventional
 - Automobile Dealerships
 - Convenience Stores
 - Fitness Centers
 - Industrial Facilities
 - Lodging – Hotel / Motel / B&B
 - Mixed-Use Developments
 - Offices – Professional / Medical
 - Restaurant Facilities
 - Retail Buildings
 - Self-Storage Facilities
 - Shopping Centers
 - Special-Purpose Properties
 - Subdivisions
 - Vacant Land
- Involved with multiple state and federal right-of-way projects
- Performed numerous market studies and appraisals of multifamily projects for conventional financing and for various housing agencies
- Utilized in a variety of consulting capacities for new multifamily construction and rehabilitation projects

Territory

Hodges and Pratt Company, P.C. is based in Knoxville, Tennessee and has completed assignments throughout the southeastern United States. My concentration over the past ten years has been in the multifamily sector with numerous assignments completed for both conventional and affordable housing properties. Other appraisers in the firm have concentrated on typical commercial transactions in Tennessee over the past five years.

In regards to multifamily projects, I have worked on assignments in Tennessee, Mississippi, Ohio, Alabama, Georgia, Arkansas, Kentucky, Virginia, North Carolina, and South Carolina. The following is a list of HUD offices in which our firm has worked prior to the consolidation of field offices.

- Knoxville, TN
- Columbia, SC
- Little Rock, AR
- Louisville, KY
- Nashville, TN
- Greensboro, NC
- Columbus, OH
- Jackson, MS
- Atlanta, GA
- Birmingham, AL

Our firm conducts Right-of-Way appraisals for the Tennessee Department of Transportation (TDOT) and local municipalities. On the following page is a list of multifamily markets of which I have performed either appraisal and/or consulting assignments along with a list of Counties with Right-of-Way experience in Tennessee.

Client List of Map-Approved Lenders

- Amerisouth Financial
 - Arbor
 - Beech Street Capital / Capital One
 - Bellwether Enterprise
 - Berkadia Commercial Mortgage
 - Berkeley Point Capital
 - Capmark Financial
 - Centennial Mortgage
 - Centerline Capital Group
 - CBRE
 - Evanston Financial
 - Forbix Financial
 - Grandbridge Capital
 - Greystone Funding
 - Highland Commercial Mortgage
 - Johnson Capital
 - Love Funding
 - Oppenheimer
 - Prudential
 - Red Mortgage Capital
 - Red Stone Partners
 - Dwight Capital
 - Rockport Mortgage
 - Wachovia
 - Walker & Dunlop
 - Wells Fargo Bank
 - PR Mortgage
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Markets with Multifamily Experience

Georgia

- Alpharetta
- Atlanta
- Canton
- Columbus
- Cumming
- Fort Oglethorpe
- Hinesville
- Jonesboro
- Kennesaw
- Lawrenceville
- Lithonia
- Tifton
- Macon
- McDonough
- Midland
- Moultrie
- Pooler
- Rincon
- Roswell
- Saint Mary's
- Savannah
- Smyrna
- Warner Robins
- West Point

North Carolina

- Asheville
- Camden
- Cary
- Charlotte
- Columbus
- Davidson
- Durham
- Fayetteville
- Fletcher
- Fuquay-Varina
- Garner
- Gastonia
- Goldsboro
- Greensboro
- King
- Wilkesboro
- Marion
- High Point
- Knightdale
- Laurinburg
- Mebane
- New Bern
- Newton
- Raleigh
- Roanoke Rapids
- Salisbury
- Sneads Ferry
- Wake Forest
- Wilmington
- Winston Salem
- Mount Airy
- Raeford
- Yadkinville

Arkansas

- Maumelle
- Jonesboro

Ohio

- Dayton

Alabama

- Albertville
- Auburn
- Birmingham
- Florence
- Foley
- Guntersville
- Mobile
- Prattville
- Demopolis
- Montgomery
- Northport
- Odenville
- Scottsboro
- Spanish Fort
- Troy
- Tuscaloosa
- Huntsville

South Carolina

- Beaufort
- Bluffton
- Charleston
- Columbia
- Dillon
- Greenwood
- Greenville
- Johns Island
- Spartanburg
- Port Royal
- Summerville
- Sumter

Kentucky

- Hopkinsville
- Shelbyville
- Louisville
- Richmond
- Crestwood
- Vine Grove
- Elizabethtown
- Lexington
- Paris
- Florence

Virginia

- Bristol
- Ettrick
- Lynchburg
- Portsmouth
- Gate City
- Marion
- Richmond

Mississippi

- Cleveland
- Columbus
- Hattiesburg
- Jackson
- Long Beach
- Meridian
- Biloxi
- Pascagoula
- Senatobia
- Starkville
- Tupelo
- Vicksburg
- West Point

Tennessee

- Chattanooga
- Knoxville
- Nashville
- Memphis
- 50+ other markets

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Tennessee Counties with Right-of-Way Experience

- Anderson
- Blount
- Bradley
- Carter
- Claiborne
- Clay
- Cocke
- Greene
- Hamilton
- Hawkins
- Johnson
- Knox
- Lawrence
- Loudon
- Marion
- McMinn
- Monroe
- Montgomery
- Polk
- Putnam
- Roane
- Sevier
- Sullivan
- Sumner
- Union
- Van Buren
- Washington
- White