

Michael F. Berry, MAI, MRICS
Principal
Axial Advisory Group, LLC

Employment

- February 2002 to present – Principal & Co-Owner, Axial Advisory Group, LLC with offices in Chesapeake, VA; Williamsburg, VA, Richmond, VA & Rockville, MD (Metro D.C.)
- March 1995 to February 2002 – Asst. Vice President/Real Estate Appraiser with Anthony J. Oddo & Associates, Inc. in Yorktown, VA and Northern VA
- July 1990 to March 1995 - Real Estate Appraiser, Dominion Realty Advisors, Inc. in Newport News, VA, Norfolk, VA and Northern, VA
- November 1989 to July 1990 - Real Estate Appraiser, Joel Berry and Associates, Inc. in Virginia Beach, VA
- April 1989 to November 1989 - Trust Administrator, Signet Institutional Trust Company in Richmond, VA
- October 1987 to April 1989 - New Accounts Coordinator with E.F. Hutton in Richmond, VA

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 malls; bank branches; churches; light & heavy industrial; research/development buildings; multi-family condominium & apartment projects; attached & detached single-family; attached & detached single-family subdivisions; commercial & industrial subdivisions; residential; agricultural; mixed-use projects; commercial & industrial land.

Professional Affiliations

- Member Appraisal Institute (MAI); Certification #12095
- Hampton Roads Chapter of Appraisal Institute Guidance Chair, 2000, 2001
- Hampton Roads Chapter of Appraisal Institute Education Committee, 2001
- Hampton Roads Chapter of Appraisal Institute Board of Directors, 2001-2007
- Hampton Roads Chapter of Appraisal Institute Vice President 2005; President, 2006

- Leadership Development and Advisory Council (LDAC) participant, 2001
- Member – Williamsburg Area Chamber of Commerce (WACC)
- Member – Hampton Roads Association for Commercial Real Estate (HRACRE)
- Member – Royal Institution of Chartered Surveyors (MRICS)
- Member – Historic Triangle Group
- Board of Directors – Housing Partnerships

- Certificate of Completion – Litigation Certificate Program, Appraisal Institute, 2009

Professional Licenses

- Certified General Real Estate Appraiser in the Commonwealth of Virginia - #4001-002182
- Certified General Real Estate Appraiser in the State of Maryland - #11693
- Certified General Real Estate Appraiser in the State of North Carolina - #A5366
- Licensed Real Estate Salesperson in the Commonwealth of Virginia - #0205-139637
- Temporary Appraisal Practice Permits granted in numerous other states

General Education

- Randolph-Macon College, Bachelor of Arts in Political Science, 1987

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, 1990 – 2002.
 - SREA 101, Appraising Real Property
 - SREA 102, Applied Residential Property Valuation
 - AIREA 1BA, Capitalization Theory and Techniques Part A
 - SPPA,SPPB, Standards of Professional Practice Parts A & B
 - 430, Standards of Professional Practice Part C
 - 510, Advanced Income Capitalization
 - 530, Advanced Sales Comparison and Cost Approaches
 - 540, Report Writing and Valuation Analysis
 - 550, Advanced Applications
 - DEMO, Demonstration Appraisal Report
 - COMP, Comprehensive Exam

Other Appraisal/Continuing Real Estate Education

Courses & Seminars for Continuing Education (CE) by the Appraisal Institute, 2002 – present

- Analyzing Commercial Lease Clauses
- Standards of Professional Practice Part C
- Leading our Profession
- 7 Hour USPAP Update
- 1031 Tax Deferred Exchange
- Analyzing Distressed Real Estate,
- Appraisers in the Ring
- General Assembly Legislative Wrap Up
- REIN & MLXchange
- Market Analysis & Using Site to do Business
- Feasibility Analysis, Market Value & Investment Timing
- The Impact of BRAC
- Scope of Work: Expanding Your Range of Services
- Business Practice & Ethics
- Introduction Valuation for Financial Reporting
- The Appraiser as an Expert Witness-Preparation & Testimony
- Litigation Appraising
- Condemnation Appraising-Principles and Applications
- Reinventing Real Estate

Other Appraisal/Real Estate Education

- Other real estate related courses, presentations, seminars, symposiums by Old Dominion University, Virginia Commonwealth University, Hampton Roads Association of Commercial Real Estate, Urban Land Institute, Alpha-Omega, McKissock, Moseley-Flint, 2002 – present

Expert Witness

- Qualified as an expert witness in United States Bankruptcy Court, Eastern District of Virginia

Clientele

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