

## QUALIFICATIONS

### Nancy D. Gossett, MAI, SRA Senior Associate, Axial Advisory Group, LLC

#### Experience

Real Estate Appraiser concentrating on the valuation of commercial properties throughout Hampton Roads. Appraisal assignments have included vacant land for commercial and residential development, apartments, office buildings, retail structures, shopping centers, special purpose properties and industrial buildings.

#### Education

Old Dominion University, Norfolk, Virginia 1994  
Bachelor of Science in Business Administration-Finance-Real Estate  
Bachelor of Arts in Theater Arts-Dance

#### Employment

Senior Associate/Appraiser; Axial Advisory Group, LLC; Chesapeake; Present  
President/Appraiser; Nancy D. Gossett and Company, Inc.; Norfolk; July, 2003 – May, 2009  
Associate/Appraiser; Peter S. Eckert & Co., Inc.; Newport News; March, 1998 - July, 2003  
Appraiser; Assessor's Office; City of Hampton; October, 1996 - February, 1998  
Appraiser; Greenbrier Appraisal Service; Chesapeake; April, 1993 - September, 1996  
Intern/Appraiser Trainee; John C. Harry, Inc.; Norfolk; April, 1992 - April, 1993  
Intern; Goodman Segar Hogan Real Estate; Norfolk; Summer, 1991

#### Appraisal Institute

SPP Course	Business Practices and Ethics, 2006, 2008
AI Exam	Comprehensive Examination, 2006
Course 510	Advanced Income Capitalization, December 2005
Course 540	Report Writing and Valuation Analysis, October 2005
Course 550	Advanced Applications, July 2005
Course 530	Advanced Cost and Sales Comparison Approaches, June 2005
Course 520	Highest and Best Use/Market Analysis, May 2005
Course 410	Standards of Professional Practice, 2004

#### Real Estate Related Courses

Analyzing Distressed Real General Demonstration Report Writing Workshop - November, 2006  
General Demonstration Report Writing Workshop - November, 2006  
Real Estate Finance, Value and Investment Performance - May, 2004  
Scope of Work: Expanding Your Range of Services - May, 2003  
VA Appraisal Law and Regulation Update - September, 2002  
Marshall and Swift - Square Foot Method - January, 2001  
Residential Construction and Property Inspection - December, 1999  
Real Estate Appraisal Law - December, 1999  
Appraising From Blueprints and Specifications - September, 1998

#### Clientele

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

#### Memberships/Licenses

Certified General Real Estate Appraiser, Commonwealth of Virginia License 4001 003797  
MAI and SRA Designations - Appraisal Institute, October 2007 and February 2008  
Member Board of Directors Hampton Roads Chapter of the Appraisal Institute, 2005-2009  
HR Rep. for AI Leadership, Development and Advisory Council 2006, 2007 and 2008  
Discussion Leader - AI Leadership, Development and Advisory Council 2009  
Member Hampton Roads Association for Commercial Real Estate, 2007-2009

#### Awards

Top Forty Under 40 Award, Inside Business, The Hampton Roads Business Journal, 2008