

**QUALIFICATIONS**  
**Jeffrey S. Harris**  
**Senior Associate**  
**Axial Advisory Group, LLC**

**Employment**

- July 2003 to present – Associate, Axial Advisory Group, LLC in Hampton Roads, Virginia

**Education**

- Bachelor of Science in Finance with concentration in Real Estate from Old Dominion University, Norfolk, Virginia, 2004.

**Real Estate Classes Completed**

- Principles of Real Estate
- Real Estate Finance
- Real Estate Appraisal
- Real Estate Investment Analysis

**Appraisal Institute Classes (Credit Received)**

- 110, Appraisal Principles
- 120, Appraisal Procedures
- 310, Basic Income Capitalization
- 320, General Applications

**Appraisal Institute Classes Completed**

- 300, Real Estate Finance, Statistics, and Valuation Modeling
- 410, National Uniform Standards of Professional Appraisal Practice (USPAP)
- 420, Business Practices and Ethics
- 510, Advanced Income Capitalization
- 520, Highest & Best Use and Market Analysis
- 530, Advanced Sales Comparison and Cost Approaches
- 540, Report Writing & Valuation Analysis
- 550, Advanced Applications
- Comprehensive Exam

**Licenses (Certified General Real Estate Appraiser)**

- State of Virginia - #4001 011421
- State of North Carolina- #A6517

**Appraisal Experience**

- Real estate appraiser with experience in office buildings, industrial/flex buildings, retail properties, apartments, houses of worship and other special purpose properties. Assignments have also included vacant land with commercial and residential uses.

**Memberships**

- Associate Member, Appraisal Institute

**Clientele**

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