

**QUALIFICATIONS**  
**Harry C. Jenkins, MAI**  
**Senior Associate**  
**Axial Advisory Group, LLC**

**Employment**

- July 2007 to present - Associate, Axial Advisory Group, LLC in Hampton Roads, Virginia
- November 2006 to July 2007 – Insurance Underwriter, USAA in Norfolk, Virginia
- January 2006 to November 2006 – Associate, Axial Advisory Group, LLC in Hampton Roads, Virginia
- October 2005 to December 2005 – Residential Trainee, Meek Appraisal Services in Norfolk, Virginia

**Education**

- Bachelor of Science in Finance with concentration in Real Estate from Old Dominion University (ODU), Norfolk, Virginia, 2006.

**Appraisal Institute Courses**

Appraisal Principles  
Appraisal Procedures  
Basic Income Capitalization  
National Uniform Standards of Professional Appraisal Practice  
Business Practices and Ethics  
Analyzing Operating Expenses  
General Market Analysis and Highest & Best Use  
General Site Valuation & Cost Approach  
General Appraiser Sales Comparison Approach  
General Appraiser Report Writing and Case Studies  
Real Estate Finance, Statistics, and Valuation Modeling  
Residential Site Valuation and Cost Approach  
Advance Income Capitalization  
Advance Sales Comparison and Cost Approaches  
Report Writing and Valuation Analysis  
Advance Applications  
Advanced Education Diagnostic Test  
Advanced Market Analysis and Highest & Best Use  
MAI Comprehensive Exam  
MAI Demonstration Report

**CCIM Institute Courses**

Ethics Course  
Preparing to Negotiate  
CI 101 – Financial Analysis  
CI 102 – Market Analysis  
CI 103 – User Decision Analysis  
CI 104 – Investment Analysis  
Advanced Market Analysis

**ODU Courses**

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

**License/Certifications/Designations**

- Certified General Real Estate Appraiser - State of Virginia - #4001 014703
- Member Appraisal Institute (MAI) – Certification # 13511

**Professional Affiliations**

- Designated Member (MAI), Appraisal Institute
- Institute Member, CCIM 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.