

Curriculum Vitae (CV)

Michael F. Berry, MAI Principal & Co-Owner Axial Advisory Group, LLC

Employment

- February 2002 to present – Principal & Co-Owner, Axial Advisory Group, LLC with offices in Chesapeake, VA; Williamsburg, VA; & Rockville, MD
- 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 Licenses & Affiliations

- Member Appraisal Institute (MAI); Certification #12095 (Continuing Education Completed)
- Leadership Development and Advisory Council (LDAC) participant, 2001
- 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, Treasurer, 2004
- Hampton Roads Chapter of Appraisal Institute, Regional Representative, 2005–2006
- Hampton Roads Chapter of Appraisal Institute, Vice President 2005
- Hampton Roads Chapter of Appraisal Institute, President, 2006
- Certificate of Completion, Litigation Certificate Program, Appraisal Institute, 6/09
- Member – Williamsburg Area Chamber of Commerce (WACC)
- Member – Hampton Roads Association for Commercial Real Estate (HRACRE)
- Member – Historic Triangle Group
- Board of Directors – Housing Partnerships
- 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, 1983–1987

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, 9/90
 - SREA 102, Applied Residential Property Valuation, 9/92
 - AIREA 1BA, Capitalization Theory and Techniques Part A, 3/91
 - SPPA,SPPB, Standards of Professional Practice Parts A & B, 4/92
 - 430, Standards of Professional Practice Part C, 9/97
 - 510, Advanced Income Capitalization, 12/00
 - 530, Advanced Sales Comparison and Cost Approaches, 5/02
 - 540, Report Writing and Valuation Analysis, 6/94
 - 550, Advanced Applications, 3/99
 - DEMO, Demonstration Appraisal Report, 2001
 - COMP, Comprehensive Exam, 8/02

Other Appraisal/Continuing Real Estate Education

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

- Analyzing Commercial Lease Clauses, 2/02
- Standards of Professional Practice Part C, 12/02
- Leading our Profession, 5/03
- 7 Hour USPAP Update, 4/04
- 1031 Tax Deferred Exchange, 5/04
- Analyzing Distressed Real Estate, 5/04
- Appraisers in the Ring, 9/04
- General Assembly Legislative Wrap Up, 5/05
- REIN & MLXchange, 1/09
- Market Analysis & Using Site to do Business, 9/05
- Feasibility Analysis, Market Value & Investment Timing, 2/06
- The Impact of BRAC, 9/06
- Scope of Work: Expanding Your Range of Services, 1/07
- Business Practice & Ethics, 2/05
- Introduction Valuation for Financial Reporting, 4/09
- The Appraiser as an Expert Witness-Preparation & Testimony, 4/09
- Litigation Appraising, 6/09
- Condemnation Appraising-Principles and Applications, 1/09

- 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.