

**QUALIFICATIONS**  
**Eddie Winters**  
**Senior Associate**  
**Axial Advisory Group, LLC**

**Employment**

- August 2009 to present – Associate, Axial Advisory Group, LLC in Hampton Roads, Virginia
- October 1992 to June 2009 – Review Appraiser with Crestar/ SunTrust Bank covering VA, MD, and DC
- October 1985 to October 1992 – Associate with Dominion Realty Advisors & Drucker Falk Appraisals
- June 1976 to October 1985 – Industrial Research Realty, Inc. Real estate appraiser, Associate Broker & GM.

**Education**

- Bachelor of Science Degree in Business from Old Dominion University, 1978
- Masters of Business Administration from William & Mary, 2003.
- Several courses in Johns Hopkins Masters of Real Estate Program

**Professional Affiliations**

- Associate Member, Appraisal Institute, Member #39574
- Member-Hampton Roads Association of Commercial Real Estate (HRACRE)
- Associate Member Urban Land Institute
- Member EV Williams Center for Real Estate and Economic Development
- Certified General Real Estate Appraiser in the Commonwealth of Virginia - #4001-000845

**Appraisal Institute Education**

- AI courses 1978-1991 All required and several elective
- Seminars including current required, list available upon request.

**Experience**

Real estate appraiser since 1976 for office, retail and industrial buildings, apartment and condominium complexes, special use properties, vacant land including commercial and residential. Have extensive experience with LIHTC properties, car dealerships, marinas, shopping centers, in both urban and rural market areas of District of Columbia, Maryland, North Carolina, and Virginia. Have provided expert witness testimony in numerous jurisdictions, both in condemnation as well as civil matters

**Clientele**

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