

## QUALIFICATIONS

### JODY ODOM, MAI, CRE

#### *Professional Designations and Licenses*

Appraisal Institute

MAI Certificate #8578 (October, 1990)

Counselors of Real Estate

CRE Certificate #1954 (April, 1999)

Licensed Real Estate Salesperson, State of South Carolina (February, 2002)

South Carolina State Certified General Appraiser #4171

Georgia Certified Real Estate Appraiser No. 000604

North Carolina Certified General Real Estate Appraiser No. A4290

#### *Appraisal Institute Service*

Atlanta Area Chapter: President, Atlanta Area Chapter, 2000; Board of Directors, Atlanta Area Chapter, 1995 – 1997; Co-Chair, Candidates Guidance Committee, Atlanta Area Chapter, 1992 – 1995.

National: Chair, Chapter Services Committee, 2002; Member, General Council, 2000-03; Member, National Experience Subcommittee, 2000-2003; Chair, National Candidate Guidance Subcommittee, 1996 – 1997.

#### *Other Professional and Civic Organizations*

President, Commercial Real Estate Women of Atlanta, 1993 - 1994

Executive Committee Member, Board of Directors, YWCA of Greater Atlanta, 1994 - 1996

#### *Employment History*

January, 2002 to present - Richard Odom & Associates, Inc., Rock Hill, SC

September, 1999 to October, 2001 - LandAmerica OneStop, Inc., Atlanta, Georgia, Chief Appraiser and Director of Appraisal Products

September, 1997 to September, 1999 - Realty Services International, Inc., Atlanta, Georgia, Vice President, South Atlantic

January, 1995 to September, 1997 - Foster Appraisal and Consulting Inc., Atlanta, Georgia, Owner

October, 1987 to November, 1994 - Landauer Associates, Inc., Atlanta, Georgia, Vice President, Valuation and Technical Services

1986 – 1987 - Laventhol & Horwath, Atlanta, Georgia, Senior Consultant

1983 – 1986 - Durrer Appraisal and Consulting Services, Roanoke, Virginia, Associate

#### *Education*

Virginia Polytechnic Institute and State University

Appraisal Institute courses as follows:

Report Writing and Valuation Analysis

Case Studies in Real Estate Valuation

Basic Valuation Procedures

Real Estate Appraisal Principles

Capitalization Theory and Techniques, Parts A and B

Residential Valuation

Standards of Professional Practice, Parts A and B

Litigation Valuation

Course 101, 102, 201, 202

***Appraisal Experience***

Appraisals, Market Studies and/or Feasibility Studies have been conducted on the following property types:

Elderly and Child Care Centers  
Nursing Homes  
Child Day Care  
Assisted Living

Industrial/Distribution/Storage  
Manufacturing (Light and Heavy)  
Distribution Buildings  
Flex Space  
Mini-warehouses  
Industrial Parks  
Truck Terminals

Farms and Timberland  
Poultry Farm  
Pine Plantations  
Hardwood Forests

Marinas  
Condominium Slips

Historic Properties  
Single Family Residences

Retail and Service:  
Shopping Centers  
Convenience Stores  
Restaurants

Hotels/Motels

Office Properties  
General Office  
Medical Office  
Government Office  
Condominiums  
Business Parks

Automobile Dealerships  
Automobile Service Centers

Residential Properties  
Single-family Detached  
Condominiums  
Apartment Complexes  
Mobile Home Parks  
Subdivisions

Special Use Properties  
Churches  
Golf Courses

***Geographic Areas of Experience***

48 Continental States and United Kingdom

***Partial List of Clients***

Financial Institutions  
Bank of America  
Milton National Bank  
Wachovia Bank  
First Union Bank  
United Americas Bank  
Beal Bank  
Federal Reserve Bank of Atlanta

Utilities, Governments, and Foundations  
Georgia Power  
City of Atlanta  
Fulton County, Georgia  
Internal Revenue Service  
U.S. Department of Forestry  
U.S. Justice Department  
YWCA of Greater Atlanta

Corporations  
General Electric  
General Motors Corporation