

## QUALIFICATIONS

Susan M. King

Designation: MAI (1988)

Education:

Master of Science Degree, Real Estate and Urban Land Development,  
December 1982, Virginia Commonwealth University, Richmond, Virginia  
Bachelor of Business Administration Degree, Accounting and Finance,  
December 1980, James Madison University, Harrisonburg, Virginia

Employment:

October, 1984 to Present: John McCracken & Associates, Inc.  
Greensboro, North Carolina  
Real Estate Fee Appraiser/Consultant

March, 1983 to September, 1984: New York Life Insurance Company  
Real Estate Department  
Chicago, Illinois  
Real Estate Appraiser/Analyst

January, 1982 to December, 1982: Virginia Real Estate Research Center  
Virginia Commonwealth University  
Richmond, Virginia  
Graduate Research Assistant

Appraisal Experience:

Engaged in appraising all types of income-producing and development properties, appraisals for right-of-way acquisition, and consulting assignments (market studies of various metropolitan areas, investment analyses, asset allocation, acquisition/disposition, etc.).

Typical assignments include vacant land, apartment complexes, subdivisions, shopping centers/malls, small retail establishments, office buildings, industrial properties (manufacturing, warehouse and flex space), mixed-use developments, market and feasibility studies, and highway right-of-way.

Since joining John McCracken & Associates, Inc., assignments have been completed in North and South Carolina, Virginia, West Virginia, Georgia, Florida, Texas, Tennessee, Mississippi, Missouri, Maryland, Illinois, Oregon, Washington, and California.

Professional Affiliations:

Member of North Carolina Chapter, Appraisal Institute (MAI Certificate #7770). Currently certified under the continuing education program of the Appraisal Institute. Currently serving as the 2010 North Carolina Appraisal Institute Chapter President.

North Carolina Real Estate Salesman License No. 101304, issued December 1986.  
State-Certified General Real Estate Appraiser (Certificate No. A248) in North Carolina.  
State-Certified General Real Estate Appraiser (Certificate No. 4001 004823) in Virginia.  
State-Certified General Real Estate Appraiser (Certificate No. CG313) in West Virginia.

