

## Joseph H. Guerry, MAI, SRA

Post Office Box 1532  
1051 Dodds Blvd., Suite I  
Mount Pleasant, South Carolina 29465

### Appraisal Experience

*Over 35 years of experience as a full time Real Estate Appraiser. Areas of specialization:*

Complex and High Value Residential Property	Historic Homes, Plantations, Recreational Property
Family Limited Partnerships – Partial Interests	Conservation and Preservation Easements
Multi-family and mixed use properties	Subdivision Analysis and Market Studies
Office, Retail, Mixed Use Commercial	Industrial, Special Use
Feasibility and Market Studies	Litigation & Litigation support
Golf Facilities and Country Clubs	Insurable Value – All building types and amenities
Consultation for Buyers, Sellers and Attorneys	Municipal and Public Use Property

### Educational Background

The College of Charleston, Charleston, SC - Bachelor of Science / Business Administration 1982

### Appraisal Institute

Course II420N	Business Practices & Ethics	2013
Course OL405G	General Appraiser Report Writing and Case Studies	2012
Course II530	Advanced Sales Comparison & Cost Approach	2009
Course QE-10	General Market Analysis and Highest and Best Use	2008
Course 510	Advanced Income Capitalization (Challenged Exam Only)	2007
Course 420	USPAP 2003 Standards & Ethics for Professionals	2003

### American Institute of Real Estate Appraisers

Course 2-1	Case Studies in Real Estate Valuation	1989
Course 8-2	Residential Valuation	1987
Course 1B-A	Capitalization Theory (Part A)	1985
Course 1B-B	Capitalization Theory (Part B)	1985
Course 8-1	Real Estate Appraisal Principles	1984
Course 1A-2	Basic Valuation Procedures	1984

### Professional Associations and Experience

Appraisal Institute - Member MAI and SRA	
President, The Guerry Group – Real Estate Analysts, Consultants & Appraisers	2002 - Present
President/Vice President, Appraisal Associates of Charleston, Inc.	1983-2002
Director, Appraisal Institute – South Carolina Board of Directors	2013-2016
National Chair, Appraisal Institute AI Reports Project Team	2011 – 2014
Director, Charleston Trident Association of Realtors Board of Directors	2016-present
Chair, Charleston Trident Association of Realtors Grievance Committee	2010
President, Appraisal Institute South Carolina	2003
Appraisal Institute Leadership Development and Advisory Council – National Chair	2003
Appraisal Institute – Long Range Planning Committee	2003 - 2004
Appraisal Institute Leadership Development and Advisory Council – Discussion Leader	2001
Director, Charleston Trident MLS, Inc. Board of Directors	1999 - 2002
State of South Carolina Certified General Appraiser CG113	

# THE GUERRY GROUP, LLC

REAL ESTATE ANALYSTS, CONSULTANTS AND APPRAISERS

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## Continuing Education Summary

AI Seminar	State of South Carolina Economic Summit	2018
McKissock	SC Supervisor-Trainee Course	2018
McKissock	The Twelve Required Elements For An Appraisal Report	2018
McKissock	Appraisal of Self-Storage Facilities	2018
McKissock	2018-2019 National USPAP Update	2018
AI Seminar	Parking and Its Impact on Value on South Carolina Properties	2017
AI Seminar	Subdivision Valuation	2016
AI Seminar	Contract or Effective Rent: Finding the Real Rent	2016
McKissock	2016-2017 National USPAP Update	2016
AI Seminar	Technology Tips for Real Estate Appraisers	2015
AI Seminar	Special Use Properties and Senior Housing	2015
AI Seminar	Forest Valuation for Non-Foresters	2014
McKissock	USPAP Update	2014
AI Seminar	Introduction to Green Buildings: Principles and Concepts	2014
AI Seminar	Marketability Studies: Six-Step Process & Basic Applications	2014
AI Seminar	Changes to Property Tax Law and Its Effect on Market Value	2014
AI Seminar	Lawyers and Appraisers	2013
AI Seminar	Marina Valuation Overview	2013
AI Seminar	General Demonstration Report Writing	2012
AI Seminar	Separating Real Property, Personal Property and Intangible Assets	2012
McKissock	National USPAP Update	2012
AI Seminar	Analyzing Tenant Credit Risk and Commercial Lease Analysis	2012
AI Seminar	Advanced Spreadsheet Modeling for Valuation Applications	2011
AI Seminar	Residential Appraisal Update 2010: Staying Competent	2011
McKissock	USPAP Update	2010
AI Seminar	Spotlight on USPAP: Agreement for Services	2010
AI Webinar	Appraising Distressed Commercial Real Estate	2008
Spearman	National USPAP Update	2008
AI Seminar	Appraising Historic SC Homes	2008
AI Seminar	Analyzing Distressed Real Estate	2008
AI Seminar	Forecasting Revenue	2007
AI Seminar	Inverse Condemnation	2007
McKissock	National USPAP Update Equivalent	2006
AI Seminar	Real Estate Investment and Development	2006
AI Seminar	Condo Hotels-Introduction to an Emerging Market	2005
AI Seminar	Market Analysis and Using the Site to Do Business	2005
McKissock	Two to Four Family Finesse, Appraising Multi-Family Properties	2005
McKissock	Appraising High Value Residential Properties	2005
AI Seminar	The State of the Real Estate Profession	2004
AI Seminar	An Appraiser's Primer to the International Building Code	2004
AI Seminar	Crossing the Line: Home Mortgage Fraud	2004