

Nicholas E. S. Erpelding

Certified General Real Estate Appraiser, Broker, Adjuster

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Professional Objective:

Oversee continued development of Erpelding & Associates by providing exceptional service to our clients.

Experience Overview:

- N Creative, resourceful, dedicated real estate problem solver. Proven success in the disciplines of commercial and residential real estate valuation, property development consulting, land planning and architectural design, construction project management, and catastrophic / large-loss insurance claim adjusting.

Employment History:

- N 1996 - Present **Erpelding & Associates** Indianapolis, IN / Chatham County, NC
Real estate appraisal, brokerage, and consulting. Combine programming, design, and project management skills with economic, demographic, financial analysis and costing skills to meet needs of diverse client-base. [Services summarized on opposite page.] Specialty developed in the valuation of; subdivision developments, (residential, commercial, industrial and mixed-use); golf course facilities; lodging and other recreation-use, and special-use properties. Additional services include golf-course and architectural photography.
- N 1992 - 2004 **Nick A. Tillema & Associates / Forrestral Group, (affiliation)** Indianapolis, IN.
Independent fee commercial real estate appraiser. Focus on large-scale commercial-use property and eminent domain valuation assignments. Work recently included environmentally damaged property valuations, and real estate dispute resolution.
- N 1988 - 1992 **Mark Swanson Associates, Inc., Architecture & Construction** Carmel, IN.
Design Captain - Project Manager. Responsibilities included firms conceptual, schematic, and final design-work. Encompassed land planning, architectural and interior design. Oversaw firm's cad-based construction document production, consultant coordination, and design-build project management. Two built-works recognized with various design honors.
- N 1986 - 1988 **MacDougall & Pierce Construction, Inc.** (Design-Build Firm) Carmel, IN.
Architectural and site design / CAD drafting (and implementation of) / cost estimating.
- N 1980 - 1986 **Co-Operative Experience** Indpls., IN; San Francisco, CA, and Newport Beach, CA.
± 2½ years cumulative architectural design and construction management "co-op" experience.

Real Estate & Formal Education:

- N **Appraisal Institute**, Urban Land Institute, IUPUI, Education Resource, and others 1991-present
Indiana 180 hr. certified general "core appraisal curriculum." Various appraisal and consulting continuing education courses. Various property and commercial liability insurance claim ce.
- N **University of Cincinnati**, Bachelors of Architecture, (BArch) 1986
College of Design, Architecture, Art, and Planning - School of Architecture.

Appraisal & Consulting Specific Professional Organizations:

- Raleigh Regional Assoc. of Realtors / Triangle MLS / National Association of Realtors Member
- Chatham County United Chamber of Commerce / Chapel Hill-Carrboro Chamber of Commerce Member
- Appraisal Institute Member
- NC Professional Appraiser's Coalition Member
- Urban Land Institute Member
- National Golf Course Owner's Association Member
- National Golf Foundation Affiliate Member
- Dept. of Housing & Urban Development, Federal Housing Authority, (FHA) Lender Select Roster
- Alltech, Inc. - Parsons Brinckerhoff Certified FEMA Field Inspector

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Real Estate Appraisal Experience - Overview

[includes "as-is," "as-proposed," and "as-stabilized" valuations of fee simple estate, leased fee and fractional property interests]

- R Land & Subdivisions. . . Proposed & remainders of res., office, retail, industrial and mixed-use land developments.
- R Golf Course Facilities: . Prop. & exist'g resort, private, semi-private, & daily-fee golf courses throughout Midwest, U.S.
- R Recreation Properties: . Existing 1/4 mile, 12,000 seat capacity automobile racing facility. Marinas and equine properties.
- R Lodging: Existing and proposed hotel, motel and resort valuations, lodging and campground facilities.
- R Special Use Includes churches, retired public schools, (Indianapolis, Lebanon), funeral homes, softball parks.
- R Corporate Real Estate: Full service and fast-food restaurants, mini-marts, gas-stations, grocery stores, cell-phone sites.
- R Office Use: Existing and proposed multi-tenant and owner-occupied general-use and medical offices.
- R Retail Use: Includes stand-alone retail, small to medium sized strip centers and "big-box" properties.
- R Industrial: Flex-space, cold-storage, laboratory, distribution warehouse and manufacturing facilities.
- R Damages Includes damages owing to environmental problems, as well as professional negligence, (liability).
- R Eminent Domain: Court-ordered "large-land" valuation, (\pm 230 acre quasi-urban tract); multi-tract urban takings for new courthouse, (Logansport); multi-tract rural takings for Prophetstown Park, (IN. State Parks Dept.), and; land taking involving developer's compensation of acquired "Section 42" tax credit.

- R Residential: Appraisal of above average sized single family residences. Multi-family properties range from 2-4 family units to 640 unit apt. complex. Intended uses include first mortgage, refinance, relocation, repossession, divorce, estate, ad valorem, and insurance claim. FHA lender select roster.

Commercial Real Estate & Property Development Consulting

- R Site Selection: Real estate research. Assist clients in site selection. Criteria based upon analyzing site specific attributes, external factors, and market influences, (demographic and economic).
- R Design & Planning: Develop preliminary, conceptual and schematic designs, as well as development of cost-to-build and projected development time-line analyzes, (critical-path scheduling).
- R Client Representation: Includes petitioner representation at local zoning board hearings, as well as coordination with attorneys, local government officials and municipal utility representatives.
- R Dev. Financing: Research pertaining to - and development of - feasibility analyzes. Includes discounted cash flow analyzes, as well as assisting in preparation of property development pro-forma.
- R Project Management: Assist clients in team building and development. Includes consultant selection, negotiating fees, contract review, orchestrating work-efforts of design, construction, and financing professionals.

Architecture & Construction Management

- R Architecture & Construction Management: Peer honored land planning, architectural and interior design skills. Land planning has ranged from schematic golf-course routing and club-house facility planning to conceptual design of \pm 700 unit P.U.D. development. Architectural work included various types of commercial and residential use properties. Design, construction management, and time management ability demonstrated by success in dual-role as office-manager and project-construction manager, ('90 - '91).

Independent Insurance Claim Adjusting

- R Claims: Investigative, analytical and negotiating skills employed in remediation of large-loss residential, (HO), and commercial property / golf course / business loss, (CGL). "Cat" sites worked include East Nebraska, Southern Indiana and Central and Southern Illinois. Proficient with Xactimate, and Boechk-Integra software claim applications, (costing). Certified Farmer's Insurance claim representative and negotiator. Certified FEMA property inspector.

Technical Expertise - Miscellany

- R Software: Adept at various software programs including; word-processing, (WordPerfect, MS Word); spreadsheets, (Lotus, Excel); data-base development, (Paradox); CAD drafting, (AutoCad and Lisp programming); and critical path scheduling, (MS Project, Corel Time-Line). Additional experience developing spreadsheets for site development, DCF's, flow-of-funds, and building costs.

- R Miscellany: Recognitions gained for exceptional quality appraisal reports, (Farmer's Home Administration), quality in architectural design, (two honorable mention awards from IN Chapter of AIA), and written presentation, (Outstanding Written Senior Thesis, Univ. of Cincinnati, 1986).