

# Qualifications of the Appraiser

Donald H. Kinum, Jr.  
Certified General Appraiser  
Virginia License #4001 002047

## I. FORMAL EDUCATION

- University of Richmond  
School of B.A., 1958-62  
Marketing Major

## II. APPRAISAL INSTITUTE

-Appraisal Principals	R. E. Coles,	MAI
-Residential Valuation	H. S. Harrison,	MAI
-Standards of Professional Practice	D. W. Craig,	MAI
-Uniform Residential Appraisal Report	J. S. Durrer,	MAI
-Supporting Grid Adjustments	Sherryl Andrus,	SRA
-Rural Residential Properties	Paul Bierschwale,	ARA
-Complex Residential Properties	D. J. January,	MAI
-Subdivision Analysis	D. D. Lovell,	MAI
-Green Building, Energy Performance & Property Value	Cliff Majersik	IMT
-Demonstration Report Writing	F. E. Harrison,	MAI
-Appraisal Review	Don Clark,	MAI
-Capitalization Theory & Techniques	J. S. Durrer,	MAI
-Lease Abstracting & Analysis	Ted Slack,	MAI
-Forecasting Revenue	George Mann	MAI
-Automated Valuation Systems	Dr. Rayburn, Ph.D.	MAI
-Stats & Graphs, Zero	George Dell	MAI
-Stats & Graphs, No. 1	George Dell	MAI
-Statistics and Regression Analysis Applied to RE	Mark R. Linne'	MAI
-Multiple-step Linear Regression Analysis	Matt McKissock	MAI
-Analyzing Distressed Real Estate	Steve Noble, MBA	MAI
-Richmond Mortgage Bankers Association	Dr. J. Boykin, Ph.D.	MAI
-Resolution Trust Corporation	W. M. Ruff,	MAI
-Condemnation Appraising (Course 710)	Matonis & Shiplett,	MAI
-Condemnation Appraising (VDOT)	McCall/Zembruski,	MAI
-Veterans Administration	W. S. Stewart,	MAI
-FHA Appraisal Requirements	Chuck May,	MAI
-FHA 203(k) Requirements	Janet Brown,	MAI
-Fannie Mae REO Requirements	Pat Holland,	Fannie Mae

### **Appraisal Related** (University of Richmond)

Accounting - Economics - Finance - Money & Banking  
Marketing - Business Law - Statistics - International Instruments of Credit

## III. PROFESSIONAL AFFILIATIONS - Appraisal Institute, **SRA Candidate**

IV. EXPERIENCE - Independent fee appraiser since 1985. I have completed appraisal assignments (Residential and Commercial) for various Commercial, Mortgage, and Savings Banks; Insurance Companies; the Veterans Administration; HUD (FHA); Fannie Mae (REO); Virginia Housing and Development Authority (VHDA); Richmond Re-Development and Housing Authority; Virginia Department of Transportation (VDOT); Resolution Trust Corp. (RTC); U.S. Marshall Service; Attorneys, Developers, Investors, and individuals.