



PAUL L. SNOW, MAI
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NC State-Certified General Appraiser #4499
VA State-Certified General Appraiser #4001 011569

SC State-Certified General Appraiser #4819

A State-Certified General Appraiser and designated Member of the Appraisal Institute, Paul L. Snow owns Analytical Consultants, a real estate appraising and consulting firm in Chapel Hill, NC.

He graduated from the University of North Carolina at Chapel Hill in 1995 with a Bachelor's Degree in Public Policy and Analysis. Rather than pursuing a career in city planning, government administration or the like, he joined Analytical Consultants as a fee appraiser. From 1998-2003 he lived in Raleigh, NC and worked as a Senior Appraiser for Williams Appraisers, a real estate appraisal and consulting firm with a national client base performing assignments across the east coast. In 2003 he rejoined Analytical Consultants as a principal.

Experienced with both residential and commercial property, Mr. Snow has appraised vacant land, homes, apartments, office buildings, restaurants, shopping centers, industrial buildings and many other types of commercial real estate. He has specialized experience in the appraisal of net lease and LIHTC (low income housing tax credit) properties and condemnation. Some of the more prominent appraisal assignments include being a team leader in the appraisal of the 770,000-SF Entertainment Sports Arena in Raleigh, NC and appraising the 600,000+ SF American Tobacco mixed use project in downtown Durham, NC. Additionally, he has appraised several Class A multi-tenant office buildings and shopping centers.

Paul is a member of TCAR (Triangle Commercial Association of Realtors). He also frequently sits on the Board of Equalization and Review for Orange County, NC.

When not appraising, Paul pursues playing guitar and writing music with local musicians, travels frequently and designs and builds houses.

Education:

NC Appraisal Board Classes

R-1 Introduction to Real Estate Appraisal
R-2 Valuation Principals and Procedures
R-3 Applied Residential Property Valuation
G-1 Introduction to Income Property Appraisal
G-2 Advanced Income Capitalization Procedures
G-3 Applied Income Property Valuation

Appraisal Institute Classes:

Standards of the Professional Practice,
Part A and B (USPAP)
Basic Income Capitalization (310)
Advanced Income Capitalization (510)
Highest and Best Use (520)
Sales Comparison Approach (530)
Narrative Report Writing (540)
Advanced Applications (550)

Other Education and Classes:

Standards of the Appraisal Practice A & B (taken on a 2-yr. cycle)

Appraising in NC

New Technology for the Appraiser

Conservation Easements

Trainees and Supervisors

Yellow Book: Uniform Appraisal Standards for Federal Land Acquisitions (May 2006)

Internet Strategies for Real Estate Appraisers

Condemnation Appraising

Subdivision Valuation

Fundamentals of Separating Real Property, Personal Property, and Intangible Business Assets

NCDOT Plan Reading Course

Courses and Seminars Taught

Appraisals for Lenders: Basic Principles of Ordering and Understanding Appraisals

- CICNC – Community Investment Corporation of North Carolina, Raleigh, NC

- Self Help Credit Union, Durham, NC

PARTIAL CLIENT LIST - ANALYTICAL CONSULTANTS

Lending Institutions

Bank of America
Truist Bank
First Horizon Bank
Centrant Community Capital
First Citizens Bank
First State Bank
GMAC Commercial Mortgage
Pinnacle Bank
South State Bank
Mechanics and Farmers Bank
Paragon Bank
PNC Bank
Wells Fargo Bank
US Bank

Institutional and Corporate

City of Durham, NC
City of Raleigh, NC
Crosland Development
GoTriangle Light Rail
Chatham County Schools
Durham County, NC
Durham County Revenue Department
Orange County, NC
Orange County Revenue Department
Quest Diagnostics
Regency Development
Town of Carrboro, NC
Town of Chapel Hill, NC
Town of Pittsboro, NC
Triangle Land Conservancy
University of North Carolina
Wake County Revenue Department
Institute of Government
North Carolina Department of Revenue
The State of North Carolina
Parker Poe Adams & Bernstein LLP
Hedrick Gardner, Kincheloe and Garofalo, LLP
Poyner Spruill, LLP