

Jeremiah Hall

Real Estate Appraiser II

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📍 Roanoke, VA 24011

STRENGTHS

- 🚀 **Appeal Preparation**
Built clear appeal files with comparable evidence, calculations, photographs, and source records. A senior reviewer called the format easy to defend.
- 💡 **Field Investigation**
Measured improvements and recorded site conditions during inspections. Careful notes often resolved questions before review meetings.
- ♥️ **Income Analysis**
Connected rent rolls, vacancy, expenses, and capitalization rates into supportable conclusions. Colleagues sought help with difficult assumptions.
- 🗣️ **Stakeholder Communication**
Explained valuation methods to owners, representatives, attorneys, and panels. Plain language helped keep conversations focused on evidence.
- ✅ **Quality Review**
Used Excel checks and workpaper reviews to find missing data and unusual changes. Newer appraisers regularly requested a second look.

SKILLS

Commercial Real Estate Appraisal

Mass Appraisal

Income Capitalization

Sales Comparison Cost Approach

Property Tax Assessment

Field Measurement

Appeal Support

Commercial Macro Analysis

Microsoft Excel Microsoft Word

Property Data Collection

SUMMARY

Real estate appraiser with more than five years of progressive field and analytical experience valuing commercial, multifamily, mixed use, and specialized properties for assessment and advisory purposes. Applies income capitalization, market sales, and cost approaches to reach supportable conclusions from property, market, and economic evidence. Experience includes **mass appraisal**, **commercial property** data collection, **field measurement**, assessment review, quality control, and valuation analysis for complex portfolios. Communicates appraisal methods clearly with property owners, representatives, **attorneys**, review panels, and other stakeholders. Organizes defensible evidence for appeals and administrative review. Advanced Excel and Word user with experience improving workpapers, reconciliation schedules, and data checks. Holds a Virginia Certified General Real Estate Appraiser credential and valid driver license.

EXPERIENCE

Senior Real Estate Appraiser, Commercial Valuation

Blue Ridge Valuation Partners 📅 July 2024 - Present 📍 Roanoke, VA

Leads commercial and complex residential valuation assignments across office, retail, industrial, multifamily, mixed use, hospitality, and development land portfolios. Directs analytical work, client discussions, field inspections, workpaper review, and coaching for newer appraisers.

- Led office and retail valuations using income, sales comparison, and cost approaches.
- Built capitalization analyses from rent rolls, expenses, **market rents**, vacancy, and **comparable transactions**.
- Conducted site inspections and field measurements, reconciling observations with **property records**.
- Prepared commercial macro analyses from sales, rents, construction activity, and economic indicators.
- Presented valuation reasoning with organized comparable, photographic, income, and calculation evidence.
- Reviewed junior workpapers and coached staff on Excel models and appraisal methods.

Real Estate Appraiser, Assessment Analytics

Commonwealth Property Analytics 📅 March 2022 - June 2024 📍 Lynchburg, VA

Completed field and desktop valuations for apartments, **condominiums**, retail, offices, warehouses, and vacant sites. Supported mass appraisal data quality, appeal preparation, valuation reconciliation, and **written communication** with assessment stakeholders.

- Completed apartment and retail valuations using **field data**, comparable sales, and market evidence.
- Developed adjustment grids from researched transactions and property differences.
- Produced cost approach workpapers from land evidence, replacement costs, **depreciation**, and characteristics.
- Maintained **mass appraisal** records and resolved field, ownership, and valuation system discrepancies.
- Prepared **appeal packages** with valuation facts, comparable evidence, calculations, and disputed issues.
- Used Excel PivotTables and Word reports for reconciliation, quality checks, and correspondence.

Junior Property Appraiser, Field Valuation

Piedmont Assessment Services 📅 June 2020 - February 2022 📍 Charlottesville, VA

Performed supervised inspections and preliminary valuations for residential, multifamily, retail, office, and light industrial properties. Gathered property facts, organized income evidence, supported appeals, and checked calculations against source records.

- Completed supervised inspections for residential and commercial properties, recording site conditions.
- Measured improvements and maintained photographs, field notes, and **property characteristics**.

Valuation Analysis Quality Review

Stakeholder Communication

LANGUAGES

English Native

Spanish Beginner

MY CAREER



● Senior Real Estate Appraiser,
Commercial Valuation at Blue
Ridge Valuation Partners (2.2
Years)

● Real Estate Appraiser,
Assessment Analytics at
Commonwealth Property
Analytics (2.2 Years)

● Junior Property Appraiser,
Field Valuation at Piedmont
Assessment Services (1.7 Years)

- Researched comparable sales and leases, preparing adjustment grids for senior review.
- Organized rent, vacancy, expense, and capitalization rate evidence for income assignments.
- Assembled assessment review files with calculations, source records, and appeal documentation.
- Used Excel exception reports to identify missing data and unusual value changes.

PROJECTS

Commercial Assessment Quality Review 📅 2024

Reviewed commercial valuation workpapers, comparable evidence, income assumptions, and field observations for consistent assessment support. The effort improved review readiness across complex assignments and helped newer appraisers document conclusions clearly.

Mass Appraisal Data Reconciliation 📅 2023

Reconciled property records, ownership data, field observations, and valuation system entries across a mixed property portfolio. Structured Excel checks helped identify missing characteristics and records requiring verification.

LEADERSHIP & AWARDS

- Certified General Real Estate Appraiser credential received in Virginia, 2024.
- Recognized by appraisal leadership for mentoring newer appraisers and reviewing valuation workpapers.
- Selected for complex commercial assignments involving income, sales, cost, and macro analysis.

EDUCATION

Bachelor's Degree in Real Estate

Virginia Commonwealth University 🎓 GPA: 0 📅 2020 📍 Richmond, VA

Coursework: *Real property appraisal, real estate finance, market analysis, property law*

CERTIFICATIONS

- Certified General Real Estate Appraiser, Virginia 📅 2024
- IAAO 101: Fundamentals of Real Property Appraisal 📅 2023
- Valid Virginia Driver's License 📅 2020

TECHNICAL SKILLS

- **Appraisal Methods:** Income capitalization, sales comparison, cost approach
- **Property Valuation:** Commercial, multifamily, mixed use
- **Assessment Practice:** Mass appraisal, tax assessment, valuation review
- **Property Types:** Apartments, offices, retail, industrial
- **Field Data:** Site inspections, field measurement, property records
- **Market Analysis:** Comparable sales, market rents, economic indicators
- **Income Evidence:** Rent rolls, operating statements, vacancy rates
- **Appeal Support:** Appeal packages, equalization boards, court testimony
- **Microsoft Office:** Microsoft Excel, Microsoft Word, Excel PivotTables
- **Quality Control:** Workpaper review, reconciliation schedules, exception reports
- **Professional Credentials:** Certified General Appraiser, IAAO AAS, IAAO RES
- **Appraisal Standards:** Commercial practice, complex residential practice, assessment procedures

PROFESSIONAL AFFILIATIONS

- International Association of Assessing Officers participant and IAAO 101 credential holder.
- Professional appraisal community participant focused on commercial valuation and assessment practice.

ADDITIONAL INFORMATION

Work Status : Authorized to work in United States. No sponsorship required.

REFERENCES

AVAILABLE ON REQUEST