

**QUALIFICATIONS OF THE PRESIDENT
CHRISTIAN P. KAILA, MAI, SRA
CERTIFIED GENERAL REAL ESTATE APPRAISER
STATE OF VIRGINIA LICENSE NO. 4001-000099**

FIRM

Appraisal Group of Fredericksburg & Northern Virginia
Christian P. Kaila & Associates
Real Estate Appraisers & Consultants
6320 Five Mile Centre Park, Suite 323, Fredericksburg, Virginia 22407 (540) 786-2198

EDUCATION

Graduate of Gar-Field High School, Woodbridge, Virginia - 1970
Graduate of U.S. Military Academy, West Point, New York, Bachelor of Science Degree - 1974
Graduate of Virginia Commonwealth University, Richmond, Virginia, Masters Degree in Business with
Concentration on Real Estate and Urban Development - 1984

Real Estate Appraisal and Related Courses Successfully Completed:

Real Estate Law (1980)	Business Practices & Ethics (2003)
Real Estate Finance (1980)	On-Line Internet Search Strategies for Real Estate Appraisers (2004)
Real Estate Appraisal (1981)	Appraising Convenience Stores (2005)
Advanced Real Estate Appraisal (1981)	Self Storage Economics and Appraisal (2005)
Capitalization Theory & Technique Part "A" (1981)	Scope of Work and New USPAP (2006)
Real Estate Feasibility Analysis (1983)	2006 National USPAP Update (2006)
Historic Preservation in Planning (1983)	Virginia Law Update and Ethics (2007)
Urban Land Planning (1983)	Information Technology (2007)
Residential Valuation (1985)	Contract and Agency Law (2007)
Valuation Analysis & Report Writing (1987)	Rates, Ratio's – GIM's, OAR's and DCF (2008)
Capitalization Theory & Technique Part "B" (1987)	Appraisal Process for Agents & Brokers (2008)
Valuation and Evaluation of Proposed Projects (1988)	VA Legal Update and Ethics (2008)
Standards of Professional Practice (1988)	Brokerage and Sales Continuing Education (2008)
Case Studies in Real Estate Valuation (1991)	Business Practice and Ethics (2008)
Argus Training (1992)	Condemnation Appraising: Principles & Applications (2009)
Non-Residential Demonstration Report Seminar (1992)	Litigation Appraising: Specialized Topic (2009)
Standards of Professional Practice Part "B" (1993)	Virginia Real Estate Law (2010)
F.I.R.R.E.A. Seminar (1993)	The Appraiser as an Expert Witness (2010)
Limited Appraisal Seminar (1994)	Litigation Certificate Program, Appraisal Institute (2010)
HUD/FHA Appraisal Course (1994)	7-Hour USPAP Update (2011)
Non-Residential Demonstration Report Seminar (1995)	Real Forestry for Real Estate (2012)
Standards of Professional Practice Part "A" (1997)	Conservation Easements (2012)
Standards of Professional Practice Part "B" (1997)	7-Hour USPAP Update (2013)
Valuation of Partial Interests-Divided (1999)	Business Practice and Ethics (2013)
FHA and the Appraisal Process (1999)	VDOT Appraisal Workshop (2015)
Appraisal of Non-Conforming Uses (2000)	7-Hour USPAP Update (2015)
Recent Developments in Real Estate Appraisal Law & the USPAP (2001)	Review Theory – General (2016)
Land Valuation Assignments (2003)	Eminent Domain – CLE 2-Day (2018)
Review Appraisals (2003)	Commercial Leasing (2018)
Limited Appraisals & Scope of Work (2003)	7-Hour USPAP Update (2019)
Appraising for the Secondary Market (2003)	7-Hour USPAP Update (2021)

EXPERIENCE

Veterans Administration (VA) Appraiser 1985-1986
Federal Housing Administration (FHA) Appraiser – Since 1987
Residential and Commercial Real Estate Sales and Brokerage - Since 1978
Owner of Battlefield Real Estate, Inc. - Since 1981
Owner of Christian P. Kaila & Associates - Since 1985
Owner of Appraisal Group of Fredericksburg & Northern Virginia - Since 1990
Associate Broker/Co-Owner of Exit Premier Realty, Inc. -2006-2008
Associate Broker of Exit Professional Real Estate – Since 2008

COURT EXPERIENCE

Expert Witness in Fredericksburg Chancery Court
Expert Witness in Caroline County Circuit Court
Expert Witness in Stafford County Court in Virginia Department of Highway Transportation Cases
Expert Witness in Stafford Airport Condemnation Cases
Expert Witness in Bankruptcy Court, Richmond, Charlottesville and Alexandria, Virginia
Expert Witness in Spotsylvania County - Courtroom

PROFESSIONAL ORGANIZATIONS AND PROFESSIONAL DESIGNATIONS HELD

MAI - Appraisal Institute (No. 11464)
Senior Residential Appraiser (SRA) - Appraisal Institute (RM No. 2556)
General Accredited Appraiser (GAA) - National Association of Realtors (No. 285) – 2000-2018
National Association of Realtors - Since 1979
Virginia Association of Realtors - Since 1979
Fredericksburg Area Association of Realtors - Since 1979
Industrial Development Authority - Spotsylvania County – 1992–2000; 2004-2009
Fredericksburg-Stafford-Spotsylvania Chamber of Commerce - Vice President/Director – 1993-1998

AWARDS

Exit Elite Realty – Top Producer 2018-2020
Icon Award – Fredericksburg Area Association of Realtors
REALTOR Emeritus – 40 Years - National Association of Realtors
Fredericksburg Area Association of Realtors (FAAR) – President – 2002
FAAR Realtor of the Year - 2002
Gar-Field Senior High School Hall of Fame (Student-Athlete) – Inducted 2018

REFERENCES - APPROVED LENDERS (Partial List)

Atlantic Union Bank
Pete Humes (540-322-5626)
Fredericksburg, Virginia

Community Bank of the Chesapeake
Jeff Gagnon (240-427-1053)
Waldorf, Maryland

Carter Bank & Trust
Mark Loncar (540-834-3661)
Fredericksburg, Virginia

C&F Mortgage Corporation
Mike Yuhasz (540-371-6889)
Fredericksburg, Virginia

Truist Bank
Rena Jones or Tiffany Rowe (252-296-0419)
Wilson, North Carolina

Virginia Partners Bank
Wallace King, Robin Huddle (540-899-2236)
Fredericksburg, Virginia

OTHER REFERENCES

Dr. James H. Boykin, MAI (804-257-1721)
Virginia Commonwealth University
Richmond, Virginia

Jennifer Halligan, Litigation Specialist (804-548-4429)
Taxing Authority Consulting Services, P.C.
Henrico, Virginia

Adam Cherry, Attorney (804-592-4184)
Randolph, Boyd, Cherry & Vaughan
Richmond, Virginia

Scott Powell (540-370-2422)
Department of Utilities, County of Stafford
Stafford, Virginia

Karen Zink/John Robey (540-376-2952)
Commonwealth Gas of Virginia, Inc.
Leesburg, Virginia

Ronnie Baker (540-507-7375)
Department of Utilities, Spotsylvania County
Spotsylvania, Virginia