

**QUALIFICATIONS OF  
W. VERNON AVERETT, CCIM**

**EXPERIENCE**

- 1983 - Present: Commercial Broker, Pickett-Sprouse Real Estate, Durham, N.C.  
(Concentration has been in the selling and leasing of both improved and unimproved commercial, investment, and industrial properties.)
- 1979 - 1983: Real Estate Coordinator, Northgate Mall, Durham, N.C. - Commercial and Industrial Real Estate
- 1970 - 1978: Vice President, Daniel & Averett, Oxford, N.C. - Real Estate Brokerage and Appraisals

**EDUCATION**

- Graduated University of North Carolina at Chapel Hill - AB in Political Science, 1969
- American Institute of Real Estate Appraisers Course IA - "Real Estate Appraisal Principles",
  - Course IB - "Capitalization Theory & Techniques"
  - Course II - "Urban Properties"
  - Course VI - "Investment Analysis"
- International Council of Shopping Centers - University of Shopping Centers - 1981
- Wharton School's Seminar on Real Estate Investment Analysis - 1981
- Realtors National Marketing Institute (CCIM) - CI 101 - "Fundamentals of Real Estate Investment and Taxation" - 1985
- Realtors National Marketing Institute - CI 102 - "Fundamentals of Location and Market Analysis" - 1986
- Realtors National Marketing Institute - CI 103 - "Advanced Real Estate Taxation and Marketing Tools for Investment Real Estate" - 1988
- Realtors National Marketing Institute - CI 104 - "The Impact of Human Behavior on Commercial Investment Decision Making" - 1988
- Realtors National Marketing Institute - CI 105 - "Case Studies in Commercial-Investment Real Estate Brokerage" - 1988
- Received CCIM Designation in Washington, D.C. - 1989

**PROFESSIONAL AFFILIATIONS/ASSOCIATION MEMBERSHIPS**

- Designee - Certified Commercial Investment Member (CCIM) Program (Member #3533)
- Member - Triangle Commercial Association of Realtors
- Broker - State of North Carolina - License # 44697
- Founder - And Past President, Durham - Chapel Hill Commercial Listing Service