

# QUALIFICATIONS

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Eric Sullivan joined the company in 2004 and is currently an associate working in the Norfolk office for Hotel and Club Associates. This national company offers market studies, feasibility studies, appraisals, investment analysis and counseling for existing and proposed hotels, golf and country clubs, resorts, and mixed-use real estate developments.

## **EDUCATION:**

### **Boston University**

Master of Business Administration (Finance)

### **The Wharton School, University of Pennsylvania**

Bachelor of Science Economics

### **Appraisal Institute**

- Course 110, Appraisal Principles
- Course 120, Appraisal Procedures
- Course 310, Basic Income Capitalization
- Course 510, Advanced Income Capitalization
- Course 520, Highest & Best Use and Market Analysis
- Course 530, Advanced Sales Comparison and Cost Approaches

## **SEMINARS/CONFERENCES:**

- Hotel Investment Conference-Atlanta 2005 and 2006
- Hampton Roads Real Estate Review and Forecast 2006

## **MEMBERSHIP:**

- Associate Member Appraisal Institute