

## **QUALIFICATIONS**

Zach Spurgeon  
Hotel & Club Associates  
3717 W. Market Street, Suite D  
Greensboro, NC 27403

**Tel:** (336) 379-1400 **Fax:** (336) 379-8980

### **EDUCATION:**

#### **NC State University – Raleigh, NC**

B.S. in Business Management w/ concentration in Operations Management (May, 2004)

#### **Appraisal Institute**

- Business Practice & Ethics
- Basic Income Capitalization
- Advanced Sales Comparison & Cost Approach
- Report Writing & Valuation Analysis
- Market Analysis and Highest & Best Use
- Discounted Cash Flow: Concepts, Issues & Applications (seminar)
- Small Hotel/Motel Valuation
- USPAP Update
- Subdivision Analysis (Seminar)
- Forecasting Revenue (Seminar)
- Highest & Best Use Applications (Seminar)

#### **Dan Mohr Real Estate School**

- Advanced Income Capitalization
- Introduction to Real Estate
- Valuation Principles & Procedures
- Residential Valuation

### **MEMBERSHIP & LICENSES**

- North Carolina Certified General Appraiser
- South Carolina Certified General Appraiser
- Virginia Certified General Appraiser
- Georgia Carolina Certified General Appraiser
- NC Licensed Real Estate Broker

### **PROFESSIONAL HISTORY**

October 2006 – Present:

Hotel & Club Associates, Inc.