

# James A. Pritchett, CPM®

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## Summary of Qualifications

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Have participated in the creation of \$500 Million in Residential and Commercial Properties. Qualifications include: Project Management and Compliance, Planning, Budgeting, Financial Analysis, Fundraising, Marketing and Promotion, Real Estate Finance and Management, Property Inspection, Construction Supervision, Personnel Management and Training, Volunteer Management, Public Speaking, Writing.

## Professional Experience

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### Alexandria Housing Development Corporation

Alexandria, VA

Executive Director

September, 2009 – June, 2011

- Played a primary role in the acquisition and sale of foreclosed properties through the Neighborhood Stabilization Program along with the City of Alexandria.
- Managed the lease up and qualification of the agency's first LIHTC deal: a mixed use property that included tax credit and work force rental housing, a fire station, and retail space.
- Recently worked to create a pipeline of future affordable housing deals on behalf of the agency. This includes a new residential police officer unit (RPO) and the acquisition of 119 units of rental housing developed during the 1950s and 1960s.

### EQV Consulting, LLC

Woodbridge, VA

Owner/Principal

February, 2009 – Present

- Established EQV Consulting as a real estate consulting firm working primarily with non-profit development organizations.
- Provided services including construction management, asset management, deal crafting and structuring, property inspections, and other services as required by clients.

### Arlington Partnership for Affordable Housing

Arlington, VA

Director of Real Estate Development

August, 2007 – February, 2009

- Directed multifamily affordable housing activities in an urban community just outside Washington, DC.
- Developed applications for funding on behalf of the agency.
- Worked with Arlington County Housing Division staff to create affordable multifamily housing opportunities.
- Evaluated potential acquisitions for the organization.
- Analyzed debt restructure and refinancing models and scenarios for the agency.

### Community Housing Partners Corporation

Richmond, VA

Vice President of Housing Development

February, 2005 – August, 2007

- Directed multifamily and single family affordable housing development efforts of a large non-profit agency.
- Developed Low Income Housing Tax Credit multifamily properties throughout the southeast.

- Also developed single family and multifamily properties using other funding sources
- Responsible for developing funding applications for bi-annual submission to NeighborWorks and Federal Home Loan Bank of Atlanta.
- Worked collaboratively with Finance, Architecture, Construction, and Property Management Divisions of the firm to acquire, develop, and rehabilitate properties.
- Created and manage division budgets in excess of \$1 million annually.
- Supervised a Housing Development Division staff of seven employees in the Richmond, Virginia office.
- Traveled extensively throughout the southeast to promote agency goals and objectives.

**The Affordable Housing Group of NC, Inc.**

Charlotte, NC

Executive Director and Vice President

September, 2003 – February, 2005

- Developed Section 42 Low Income Housing Tax Credit properties.
- Managed fundraising and funding development activities.
- Created and managed annual budgets for the agency.
- Supervised the operations of the North Carolina Association of Housing Counselors.
- Traveled extensively throughout North and South Carolina to promote agency activities.
- Maintained relations HUD offices in Greensboro, N.C. and Columbia, S.C. and with various agencies, including NC Housing Finance Agency, and the Rural Center of North Carolina.

**The Arc of North Carolina, Inc.**

Greensboro, NC

Director of Housing/Vice-President of HDS Management, Inc.

August, 2002 – September, 2003

- Managed a \$50 million residential property portfolio.
- Was responsible for licensure of all facilities through the NC Division of Facility Services.
- Identified the opportunity and developed strategy to refinance 179 properties through the NC Medical Care Commission.
- Supervised 8 employees. Created and managed \$9 million property operation budgets annually.

Director, Options for Community Housing Program

January, 2001 – September, 2003

- Directed the start-up of the Options for Community Housing Program of the Arc of North Carolina.
- Worked across disability lines to develop partnerships and collaborations to develop housing for all people regardless of disabilities.
- Created three local cross-disability committees with the purpose of developing integrative, accessible and affordable housing for persons with disabilities.

Property and Development Manager

February, 1988 – January, 2001

- Worked as the primary Property Management professional for the agency.
- Developed over 100 HUD Section 202 and Section 811 properties throughout North Carolina.

**Credentials**

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- Certified Property Manager (CPM) designation, Institute of Real Estate Management
- Licensed Real Estate Broker in North Carolina

**Education**

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Guilford College    Greensboro, NC    *Bachelors in History, Minors in Sociology and Political Science*