



# SPOTLIGHT ON

## ANTHONY ALDERMAN, SR/WA, CRE, FRICS

**Let's talk about your professional career. You started as a community college professor and have since experienced exponential professional growth. Can you tell us a little more about your journey and how you became involved in the right of way industry?**

One of my English Literature students was a commercial real estate appraiser. He equated appraising to writing research papers, but instead of writing about Hemingway, as an appraiser, he wrote about commercial real estate. This piqued my interest in appraisal.

I trained for three years, obtaining my certified general (CG) license. This was in 2012, which meant I was part of a group with double the necessary experience hours and course requirements, and we had to pass the relatively new national exam. The exam rivaled my master's degree in difficulty, but once I started learning about and writing real estate appraisals, I loved it.





After the CG, I hung out my own shingle, creating North By Northwest Consulting, Inc. (NxNW), but I still knew relatively little about right of way, as most of my training had been in general commercial work in western North Carolina. However, I had heard of right of way; I'd seen some reports and talked to some people, so one of the first clients I went after was North Carolina Department of Transportation (NCDOT).

NCDOT needed appraisers and graciously took the time to train me in this specialized appraisal work. I worked as a contractor for NCDOT while building my business around general commercial work because I wanted a pipeline of work on a different economic cycle than bank work, and I wanted a specialization that would lead to litigation experience. As I became more involved in the right of way industry, it eventually became my focus and sole line of business.

Indeed, it was the eminent domain (right of way) business that NxNW became that attracted Cushman & Wakefield, as the business had grown to one of the largest firms doing this work in North Carolina. I sold NxNW to Cushman in January 2022 and am now the infrastructure practice national lead. In one year, we have grown to over 40 right of way professionals in 10 different states across the United States, and we have 46 members from IRWA! I owe a lot — a whole lot — of the success of NxNW and my personal success to the Association.



Anthony and his wife, Melissa Alderman.

**How did you hear about IRWA and how long have you been with the Association?**

Phil Ward, the NCDOT Charlotte area appraiser, told me about IRWA, mentioning it could be source of additional right of way work; I joined in 2012. What stood out to me was how welcoming everyone was. I met a lot of people at the first meeting in Charleston, and several remain friends and colleagues to this day, including Angel Banks, SR/WA, Jason Bloch, SR/WA, Julie McDonald, SR/WA, and Glenn Winfree, SR/WA, to name a few.



Cushman & Wakefield Infrastructure Practice Group at the Chapter 31 Fall Seminar in Charleston.





Anthony posing with three past Chapter 31 presidents: Julie McDonald, SR/WA, Steve Chastain, SR/WA, and Jason Block, SR/WA.

### What are some leadership positions you've held within the Association?

At Chapter 31, I held the position of president, vice president, treasurer, LPA chair and website chair. I am currently the Region 6 vice chair and previously held the treasure/secretary role for Region 6.

### How has IRWA impacted your growth, personally and professionally?

IRWA has connected me to stellar right of way professionals who have helped me tremendously by their willingness to share their experiences, which often differ from mine, as most of them are not appraisers. The broad experiences of the members helped me to understand the role of the appraiser in the larger process of right of way acquisition. Personally, serving the Chapter meant stepping into roles which required skills that maybe weren't my strong suit, such as the treasurer role.

### You've been a great advocate for digital marketing and establishing a strong social media presence for your Region. Do you have any advice for other Chapters or Regions that are looking to gain more digital exposure?

Post consistently, use pictures and tag people with abandon.

### Can you share one of your favorite IRWA memories?

I have so many amazing memories from events literally around the world; however, my favorite would have to be accepting the International Website of Year Award on behalf of Chapter 31. As website chair at the time, I and many others worked hard for over a year to bring that award to our home Chapter.

### What is the best piece of advice you've ever received?

I've received a lot of great advice over the years, but the best at this moment would be "own your mistakes." I've taken that idea to mean that in every problem, I am part of the problem. It's my job to identify the role I have played and to address it. It isn't an easy idea, but I have found it helps tremendously when working through challenging situations. And challenging situations are a staple of the right of way industry.

### One last question to end this interview on a fun note: if you could have lunch with anyone from history or fiction, who would it be and why?

It's tough, but I would have to say William Shakespeare, the great Bard. Shakespeare's ability to both see and articulate, poetically no less, the deep truths of the human condition continues to astonish and amaze me. I'd want that lunch to be at the Olde Hickory Station, as I know the beer from Elizabethan England was terrible. Sorry Meyric! 🍷

**Member Spotlight** is a wonderful place to introduce yourself or to celebrate a fellow member's contributions to the IRWA. For more information or to submit a member for consideration, please contact Vivian Nguyen at [nguyen@irwaonline.org](mailto:nguyen@irwaonline.org).