

APPRAISAL EXPERIENCE

I have been appraising commercial real estate since 1989. Geographically, my experience has encompassed 45 states, plus the District of Columbia. I have appraised nearly every type of commercial property, but the majority of my experience has involved office, retail, and multifamily properties.

Multifamily

- *Market Rate:* I have appraised countless market rate apartment projects, ranging from small Class C properties in remote locations to trophy assets in major urban centers.
- *Affordable:* Many of my multifamily assignments have involved one or more types of government incentives, including historic preservation credits, enterprise zones, tax abatement programs, low income housing tax credits (LIHTC), bond financing, and various HUD programs. I have written appraisals for properties with FHA-insured financing, and I am familiar with the HUD MAP Guide.
- *Student Housing:* As student housing evolved into a specialized asset type over the past 15 years, I have followed this sector very closely. This has become a specialty of mine, and I have appraised student apartment projects throughout the country, including stand-alone college towns and major urban centers, where a property may cater to multiple colleges and universities. I have attended conferences on student housing, and I am in constant communication with several market participants who are actively involved in student housing.
- *Condos & Condo Conversions:* Utilizing a discounted sell-off methodology, I have appraised several condominium projects. These have included purpose-built condo projects, as well as conversions of existing rental properties. Several assignments have also involved “busted” condo projects, where unsold units have reverted to rentals. I personally developed a spreadsheet that permits effective and accurate analysis of interim rental income while condo units are being sold off over time.

Office

- *CBD:* I have appraised several major office buildings with CBD locations. Examples include a high-rise in Denver, two historic high-rises in Austin, three high-rises in New Orleans, a historic mid-rise in New Orleans, a high-rise in Dallas, and the only high-rise building in Amarillo.
- *Suburban:* Suburban office appraisals have reflected all sizes and classes of buildings. These include a call center in Colorado Springs, three Class A high-rises in Houston’s Energy Corridor, a Class A high-rise in The Woodlands, a regional bank headquarters in Greeley, and a unique LEED-certified building in Albuquerque.
- *Medical Office Buildings:* These are typically specialized buildings, often adjacent to hospitals, and sometimes including surgical centers. MOB assignments have taken me to Austin, Detroit, Seattle, Denver, Colorado Springs, Houston, Syracuse, and Rochester.

Retail

- My retail experience covers all property sub-types, including single-tenant buildings, small strip centers, grocery anchored neighborhood centers, power centers, major community centers, and regional malls. I am fully equipped to analyze multi-tenant assets and evaluate tenant credit strength.

Industrial

- A wide range of industrial appraisals have included warehouse, distribution, manufacturing, and flex buildings, located in markets throughout the country.

Hotels

- Hotel appraisals have covered some 15 states and include limited service, full service, extended stay, luxury, and convention hotels. My experience ranges from a Super 8 motel in Henderson, Kentucky to a historic boutique hotel in San Francisco, to a proposed Ritz Carlton in Philadelphia.

Special-Use

- Over the past 22 years, I have appraised numerous special use properties, including automobile dealerships, churches, daycare centers, restaurants, automotive repair, convenience stores, private utility companies, self-storage, and parking facilities (airport, CBD, and mixed-use).

Mixed-Use

Building on my experience with all property types, I have also developed the ability to effectively analyze mixed-use properties. These are properties that incorporate multiple use types, whether spread out over a large master-planned development, or encapsulated within a high-density vertical development. Perhaps more importantly, I can walk the reader through the complex analytical process, and present the results in a clear and concise format. Among many of our clients, I have developed a reputation as the “go to” guy for the most complex mixed-use assignments.

- *Transit Oriented Developments (TOD)*: With many communities across the country actively pursuing or expanding mass-transit options, there are a growing number of TODs. These typically include residential, office, retail, and entertainment components, all clustered around a major transit hub (bus or train station). I have worked on TOD appraisals in Utah, Michigan, Colorado, and Texas, including the first TOD built along Austin’s new commuter rail line.
- *Bloomfield Park*: Over a span of five years, I worked on several market studies and appraisals for various components of Bloomfield Park, a proposed mixed-use development in Bloomfield Hills, Michigan. Had it not failed due to a collapse of the capital markets, this ambitious development would have epitomized the concept of New Urbanism, incorporating rental apartments, for-sale condominiums, office, retail, entertainment, medical, and hotel components.
- *Kodak Campus*: One of the larger mixed-use projects I have appraised is a six million square foot office-manufacturing-warehouse campus in Rochester, New York that formerly served as the world headquarters for Kodak. In addition to numerous buildings with a variety of sub-types, this asset included Empire Zone designation by the State of New York, numerous incentives from local governments, and a private power plant that sold excess capacity to the local utility company.

EDUCATION

- Bachelor of Science with major in finance awarded in 1989 by The University of Texas at Austin
- Numerous continuing education classes in a variety of appraisal and real estate related topics.

PROFESSIONAL MEMBERSHIPS & LICENSING

- State Certified General Real Estate Appraiser - Colorado (No. CG40012104)
- State Certified General Real Estate Appraiser - Texas (No. TX-1324160-G)
- State Certified General Real Estate Appraiser - Louisiana (No. G3913)
- Previously certified in Michigan, Georgia, Alabama, Arizona, New York, Utah, Washington, and Wyoming

PROFESSIONAL EXPERIENCE

- Commercial Real Estate Appraiser, Davis Appraisal Systems, Austin, TX, 8/89 - 12/94
- Commercial Real Estate Appraiser for Deverick & Associates, Dallas, TX, 1/95 - 6/05
- Principal with Evergreen Valuation Services, Nationwide, 7/05 - present