



PROFESSIONAL QUALIFICATIONS OF EDWARD J. VALENA

Commercial Real Estate Appraiser & Consultant

BUSINESS BACKGROUND

Maine Valuation Company. (Partner, 2010 - Present) An independent commercial real estate appraisal, review and consulting firm providing a comprehensive range of professional valuation products and services throughout Maine. Mr. Valena provides valuations on a wide variety of commercial real estate properties in southern Maine. Edward is an Associate and operates a satellite office in Portsmouth, New Hampshire.

Gowdy & Associates, Berwick, Maine; Gowdy & Farrell, Dover, New Hampshire. (2000 - 2009) Conducted independent fee appraisals of commercial, industrial and investment grade real estate for financial institutions, municipal government, private clients, and nonprofit organizations. Also provided field work, data collection, analysis, and report writing functions in support of various valuation projects.

Stone House Farm Products, Durham, New Hampshire. (1982 - 1999) Managed all manufacturing and distribution activities of a small, family owned, wood products company specializing in kinetic folk art designs. Responsibilities included product development, manufacturing setup, work flow management, sales & promotion, credit and collections, payroll/taxes, bookkeeping, and customer service.

Antique Market, Inc., Seattle, Washington. (1978 - 1982) Assisted in the general management of this wholesale/ retail European-antique import business which included overseeing operations of a 14,000 SF retail/warehouse space, employee management, and management of "on-the-road" auction sales throughout the Northwest and Alaska.

Various Human Services Positions, Connecticut. (1973 - 1977) Experience included leading group therapy sessions in a small residential psychiatric hospital, teaching American Sign Language to developmentally disabled adults in a state institutional setting, and employee counseling in a property/casualty insurance company.

SCOPE OF EXPERIENCE

Numerous appraisal and consulting assignments on a variety of property types throughout Maine and New Hampshire, including, but not limited to:

- ◆ Land/New Construction
- ◆ Land/Conservation
- ◆ Industrial Properties
- ◆ Office Buildings
- ◆ Hospitality Properties
- ◆ Special Purpose Properties
- ◆ Mixed-Use Commercial Properties
- ◆ Residential Multi-Family Projects
- ◆ Elder Care Facilities
- ◆ Automotive
- ◆ Restaurants
- ◆ Residential
- Lots, Acreage, Subdivisions, Condominium Projects;
- Easements, In-Fee Purchases;
- Manufacturing, Warehouse, Distribution, Condominium;
- Medical, Professional; Branch Bank, Owner-Occupant & Investment Grade;
- Bed & Breakfast, Motels, Inns, Mobile Home Parks;
- Churches, Schools, Self-Storage Facilities, Day Care Centers, Amusement Pier;
- Retail/Office/Apartment
- Apartment Buildings;
- Assisted Living Centers. Co-op Housing;
- Service Stations, Car Washes;
- Independent, Ethnic;
- Single Family, Oceanfront, Two to Four Family;

CLIENT SERVICES & VALUATION PRODUCTS

The purpose of valuation services typically involves: purchase and sale agreements; mortgage financing; collateral evaluation; estate settlement; ad valorem taxation; mediation/arbitration; valuation of leased fee/leasehold interests; insurable value/ replacement cost studies; feasibility, marketability, and highest and best use analyses for evaluation & planning purposes. Client services and valuation products consist of Commercial Real Estate Appraisals and Reports; due diligence/research studies; and private consultation. Professional service has been provided to numerous financial institutions, governmental agencies, insurance companies, corporations, lawyers, estates and private individuals.



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REAL ESTATE EDUCATION

Edward J. Valena is an Honors graduate of the University of Connecticut at Storrs, Connecticut with a B.A. degree in English. Real estate appraisal courses successfully completed to date include:

- ***Basics of Real Estate Appraisal***
JMB Real Estate Academy, Chelmsford, Massachusetts
- ***Uniform Standards of Professional Appraisal Practice***
JMB Real Estate Academy, Chelmsford, Massachusetts
- ***Appraising 1-4 Family Properties***
JMB Real Estate Academy, Chelmsford, Massachusetts
- ***Residential Market Analysis and Highest and Best Use***
JMB Real Estate Academy, Chelmsford, Massachusetts
- ***Residential Site Valuation and Cost Approach***
JMB Real Estate Academy, Chelmsford, Massachusetts
- ***Principles of Basic Construction***
Brooks Real Estate Services, Manchester, New Hampshire
- ***Appraising Income Properties***
JMB Real Estate Academy, Chelmsford, Massachusetts
- ***Advanced Income Property Appraising***
JMB Real Estate Academy, Chelmsford, Massachusetts

Numerous USPAP update seminars have also been attended.

PROFESSIONAL AFFILIATIONS

State of Maine Certified General Appraiser, #CG 2746

