

Commercial Real Estate Appraiser & Consultant

BUSINESS BACKGROUND

<u>Maine Valuation Company.</u> (*Partner*, 2000 - *present*) An independent commercial real estate appraisal, review and consulting firm providing a comprehensive range of professional valuation products and services throughout Maine. Don is a Partner and presently operates a satellite office located in Lamoine, Maine.

<u>Appraisal Research Associates.</u> (*Principal Owner*, 1986 – 2000) Appraised both residential and commercial properties, and land, since forming an independent fee appraisal shop in May 1986. Experienced in appraising single-family residential properties, multi-family properties, commercial and industrial properties, office buildings, vacant land, subdivisions, islands, and conservation easements.

SCOPE OF EXPERIENCE

Numerous appraisals and consulting assignments on a variety of property types in Maine, including but not limited to:

- Commercial wharves
- Boatyards
- Seafood Processing Plants
- Islands
- Office Buildings
- Industrial Properties
- Special Purpose Properties
- Restaurants
- Land/New Construction

- Lobster Float Tank Buildings;
- Lobster pounds;
- Hotels, Motels, Bed & Breakfast, Inns;
- Waterfront Land;
- Medical, Professional; Owner-Occupant & Investment Grade;
- Manufacturing, Warehouse, Distribution, etc;
- Self-Storage, Churches, Recreational, Institutional, etc;
- Retail Strip, Neighborhood, Community;
- Lots, Acreage, Subdivisions, Development Projects, etc.

CLIENT SERVICES & VALUATION PRODUCTS

The purpose of professional valuation services typically involve: 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. Computer literacy in Word and Excel enhances the analytical and reporting service to clients. Professional services have been provided to numerous financial institutions, governmental agencies, insurance companies, corporations, lawyers, estates and private individuals.

Don has also qualified as an expert witness in Real Estate Valuation before Hancock & Washington County Superior Courts.

EDUCATION COMPLETED

General

Graduated with honors 1973, University of Rhode Island

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EDUCATION COMPLETED, continued

Society of Real Estate Appraisers Courses

Society of Real Estate Appraisers Course #101

40 hr. Maine Real Estate Valuation Course, 1986

Society of Real Estate Appraisers Course #101

An Introduction to Appraising Real Estate; 60 hrs, July, 1986.

Society of Real Estate Appraisers Course #102

Applied Residential Property Valuation; 35 hrs, May, 1987.

Society of Real Estate Appraisers Course #201

Introduction to Income Property Valuation; 60 hrs, April, 1990

Society of Real Estate Appraisers Course #440

Professional Practice and the Society of Real Estate Appraisers; 15 hrs, November, 1990

Appraisal Institute Courses and Seminars Include

Course #202 - Applied Income Property Valuation; 35 hrs, November, 1991

Seminar - Appraising Troubled Properties; 7 hrs, May 1992

Seminar - Economic Forecast: Insights into National and Regional Markets; 3.5 hrs, July 1992

Course #520 - Highest & Best Use and Market Analysis; 35 hrs, May, 1993

Seminar - Understanding Limited Appraisal & Appraisal Reporting Options 7 hrs, September 1994

Seminar - Subdivision Analysis; 7 hrs, November 1994

Courses #410, 420 - Standards of Professional Practice; 27 hrs, November 1995

Seminar - Appraising Special Use Properties; 7 hrs, September 1996

Seminar - Detrimental Conditions; 7 hrs, October 1997

Course #700 - Litigation Valuation Overview; 15 hrs, November 1997

Course #430 - Standards of Professional Practice; 15 hrs November 1997

Course #530 - Advanced Sales Comparison and Cost Approach; 36 hrs May 1999

Course #32/1186 – USPAP Update for State License Renewal; 7 hrs, September 2000

Course #32/1343 – Attacking & Defending Appraisals in Litigation; 14 hrs, June 2001

Course #32/1324 - USPAP Update 2001; 7 hrs, September 2001

Course #620 - Sales Comparison Valuation of Small Mixed Use Properties; 16 hrs, March 2002

Course #638 - Highest and Best Use Applications; 7 hrs, November 2002

Course #679 - Appraisal of Non-Conforming Uses; 7 hrs, November 2002

Course #32/1491 – 7-Hour National USPAP Update; 7 hrs, March 2003

Course #420 - Business Practices and Ethics; 8 hrs, August 2003

Course #746 - Uniform Standards for Federal Land Acquisitions; 16 hrs, May 2004

Course #32/1024 – Partial Interest Valuation - Divided; 7 hrs, August 2004

Course #32/1516 - Rates and Ratios: Making Sense of GIMs, OARs and DCF; 7 hrs, August 2004

Course #5/1654 - Real Estate Finance, Statistics, and Valuation Modeling; 14 hrs, September 2005

Course #5/1567 – 7-Hour National USPAP Update; 7 hrs, October 2005

Course #32/1851 – Self Storage Economics and Appraisal; 7 hrs, May 2006

Course #1400 – 7-Hour National USPAP Update; 7 hrs, August 2006

Course #1336 – Appraising Environmentally Contaminated Properties; 7 hrs, March 2007

Course #1586 - Evaluating Commercial Construction; 16 hrs, September 2007

Course #2028 – Land Valuation Assignments; 7 hrs, November 2007

Course #2078 – Land Valuation Adjustment Procedures; 7 hrs, November 2007

Course #1400 – 7-Hour National USPAP Update; 7 hrs, October 2008

Course #797 - Valuation of Conservation Easements: 33 hrs, March 2008

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EDUCATION COMPLETED, continued

Course #N420DM - Business Practices and Ethics: 7 hrs. October 2009

Course #1400 – 7-Hour National USPAP Update; 7 hrs, May 2010

Course #600GRE - Income Valuation of Small, Mixed-Use Properties; 15 hrs, April 2011

Course #1400 – 7-Hour National USPAP Update; 7 hrs, February 2012

Course #N420DM - Business Practices and Ethics; 4 hrs, October 2012

Seminar – Online Data Verification Methods; 5 hrs, November 2012

Seminar – Complex Litigation Appraisal Case Studies; 7 hrs, September 2013

Course - 7-Hour National USPAP Update; 7 hrs, March 2014

Course - Appraising Land Conservation Properties in Maine; 7 hrs, April 2014

Course - Uniform Standards for Federal Land Acquisitions; 16 hrs, June 2015

Course – Two-Day Advanced Income Capitalization/A; 14 hrs, October 2015

Course – 7-Hour National USPAP Update; 7 hrs, March 2016

Course – AI Business Practices & Ethics; 7 hrs, December 2016

Course - Uniform Standards for Federal Land Acquisitions; 16 hrs, November 2017

Course – 7-Hour National USPAP Update; 7 hrs, January 2018

Course - Solving Land Valuation Puzzles; 7 hrs, November 2018

Course – Advanced Land Valuation; 7 hrs, September 2019

Course – 7-Hour National USPAP Update; 7 hrs, March 2020

Real Estate Appraisal Seminars

American Institute of Real Estate Appraisers -

Appraising Conservation and Preservation Easements, 1991

USM Center for Real Estate Education

Technical Writing of Appraisal Reports; 15 hrs, February, 1992

Midcoast Code Enforcement Officers Association

Is it Buildable? 5 hrs, February 1998

Maine Indoor Air Quality Council

Mold Contamination in Buildings; 6.5 hrs, March 2002

Maine Chapter Appraisal Institute

Understanding Flood Zone Mapping & Risk; 2 hrs, May 2015

FORMER PROFESSIONAL AFFILIATIONS

Residentially Designated Member of the Appraisal Institute (1988 - 2020)

Former Member of the Maine Chapter of the Appraisal Institute

Chapter Offices Held: Director (1988-1992); Treasurer (1993); 2nd Vice President (1994)

1st Vice President (1995); President (1996); Ex-Officio (1997)

(Resigned from Appraisal Institute designated membership in December 2020)

LICENSING & CERTIFICATION

Licensed and Certified General Appraiser; State of Maine Board of Real Estate Appraisers, #CG-202 Member of Maine Board of Real Estate Appraisers (1996-2002)

Chairman - Maine Board of Real Estate Appraisers (1998-1999) (1999-2000) (2000-2001)

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PARTIAL CLIENT LIST

Various local and regional lenders
Local and regional law firms
Washington County Commissioners
University of New Hampshire
Hancock-Washington Community Agency
US Marshals Service
United States Department of the Interior
Maine Department of Conservation
Maine Department of Inland Fisheries and Wildlife
The Land for Maine's Future Board
The Conservation Fund

VA, FHA

Municipalities: Milbridge

Machiasport Gouldsboro St. George Swans Island Southwest Harbor

Whiting Cutler

Trust for Public Land Maine Coast Heritage Trust Frenchman Bay Conservancy Coastal Mountains Land Trust

