

Educational Supplement Real Estate Resume

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I'm one of the senior Real Estate Appraisers in the State of Washington, holding the SRA designation with the Appraisal Institute, a licensed Real Estate Agent since 1976 and one of the few people licensed by the State to teach eight different fields of Real Estate to the industry professionals. I have created and taught classes to Appraisers, Agents, Mortgage Brokers, Consumers and helped write and implement the laws that govern the mortgage industry. As one of the founders of a media company I have an extensive back ground in providing information to the public via seminars, classes and the Internet.

My background includes the creation, operation and management of multi-million dollar real estate portfolios the creation of large subdivisions, real estate investment entities and homes. I've sold single family homes, condominiums, time-share condominiums, and vacant land. My extensive knowledge of real estate, buyers, governmental regulations, and trends has been vital in the creation of educational offerings.

Summary of Qualifications / Education:

▶ **Washington State Class Instructor for:**

- Real Estate Appraising
- Sales
- Market trends
- Principles & Practices
- Construction and Land Use
- Business Opportunities
- Use of Computers and other Technologies

▶ **Author/Instructor of the following classes:**

• Real Estate Investment	1, 16, & 33 hours	• Appraisal of Small Income Residential Property	33 hours
• Real Estate Agent, Appraisal, Mortgage Fraud	3 & 6 hours	• Real Estate Appraisal	33 hours
• Why Real Estate	3 hours	• Real Estate Appraisal for Agents	3.5 & 7 hours
• Fixers and Rehabilitation of Homes	3 hours	• Real Estate Appraisal for Mortgage Broker	3 & 7 hours
• Foreclosure	2 hours	• Valuation of Waterfront Properties	3 hours
• The 8 Step Plan For Buying Real Estate	3 hours	• Appraising Unusual Residential Properties	3 hours
• Background and Resources for Investors	3 hours	• The Growth management Act	5 hours
• Financing Your Investment Plan	3 hours	• Use of Computers and other Technologies	2 hours
• Alternative Investments	3 hours	• Top 10 clarifications that lenders ask for, and how to answer	2 hours
		• Lender Pressure	3 hours

- ▶ Creator and teacher of class for Real Estate Agents and Mortgage Brokers. Classes are required to obtain or renew professional licenses.
- ▶ Creator/Instructor of “*Real Estate ~ Agent, Appraiser, Mortgage ~ Fraud*” The first class in the nation approved for instruction to all real estate professionals.
- ▶ Creator/Instructor of educational class for SRA and MAI members of the Appraisal Institute and licensed appraisers.
- ▶ Provider of instruction on expert witness testimony and case study for law students at the University of Washington
- ▶ Teacher at Seattle Community College, classes in: real estate appraisal, real estate investment, Appraisal Principals.
- ▶ Authored the *Real Estate-Advisor*. Portions of the book are being sold via various Internet sites.

- ▶ Advisory panel, State of Washington Mortgage Broker's Commission, 1992-1994.

Instructor:

Appraising High End Residential Properties	2005 +
Real Estate ~ Agent, Appraiser, Mortgage ~ Fraud (ongoing)	2004 +
Lender Pressure (ongoing)	2003 +
What's my back yard worth? (1 of 4 Instructors)	1/03
Real Estate Investment (ongoing - twice a year)	2002 +
Real Estate Appraisal - Introduction (ongoing - twice a year)	1997 +
Real Estate Appraisal - Advanced (1 a year)	2002 +
Feasibility Studies (1 a year)	1998 +
Appraisal of Small Income Residential Property	9/02
Appraisal of Unusual Residential Properties	1/00
Waterfront properties - Special appraising	2/99
Examining the Expert Witness (UW law school)(2 hour)	1996+

Referrals:

Kimberly Phelps 12-2002

“ I think he’s very energetic and positive which makes the class that much more interesting. The amount of knowledge he has is incredible.”

Michael Orer 12-2002

“Excellent presentation, knowledge of the subject, sense of humor and enthusiasm for the subject matter. First Class I’ve taken that I’ve looked forward to attending. I could not give him a higher recommendation.”

Richard Fromhold 11-2002

“Very experienced and animated. One of the best classes I have taken. I really liked the class.”

References - Real Estate Teaching:

NAME	TITLE	COMPANY	TYPE OF BUSINESS	PHONE NUMBER
Natalie Danielson	Owner	Professional Directions	Real Estate School	425-417-6173
Pat Cheadle	Dean	North Seattle Community College	College	206-526-7798
Nancy Adelson	Director of Real Estate	North Seattle Community College	College	425-444-4445
Marc Compos	Past- President	Appraisal Institute - Sea	Appraisal	425-775-1750
Kirsten Susse	Manager	Keller Williams	Real Estate	914-223-5023
Michael Orer	Real Estate Sales	Phinney Ridge RE services	Real Estate Investment	206-633-3100
Richard Fromhold	Real Estate Sales	Excell Properties	Real Estate	206-396-5151
Kathleen Marie	Real Estate Sales	Remax	Real Estate	425-652-6500
Paul Buboltz	Director	Airtouch / Mana Venture Group	Consulting	425-466-6620

Classes taught in the past 3 years

Name of Seminar	Organization	Length of Seminar
Real Estate Investment	Community College	30 hours
Real Estate Appraisal - Small Income Properties	Community College	30 hours
Real Estate Appraisal - Residential	Community College	30 hours
Appraising High End Residential	Appraisal Institute	6 hours
Real Estate Appraisal - Residential for Agents	Professional Directions and various real estate companies	7.5 hours
Feasibility Studies	Professional Directions and various real estate companies	5 hours
Appraisal of Unusual Residential Properties	Appraisal Institute	2 hrs
Appraisal of Waterfront Properties	Appraisal Institute	2 hrs
What's my back yard worth? (1 of 4 Instructors)	Appraisal Institute	2 hrs
Debt collection for Appraisers	Appraisal Institute	3 hrs
Mortgage Brokers Practices Act	Appraisal Institute	3 hrs
Expert Witness Testimony - For Attorney's	University of Washington	3 Hours
Growth Management Act	Professional Directions and various real estate companies	5 hours
Appraisal and Mortgage Fraud	ACOW, Appraisal Institute, WAMB, plus various companies	3/6 hours

Seminars taught in the past 3 years

Name of Seminar	Organization	Length of Seminar
Real Estate Investment	KinjaMedia, John L. Scott, American Home Appraisals	8 hour
Appraisal and Mortgage Fraud	National Association of Professional Mortgage Women (NAPMW)	1 hour
Appraisal and Mortgage Fraud	Washington Association of Mortgage Brokers (WAMB)	1 hour
Appraisal and Mortgage Fraud	Seattle Mortgage Bankers Association (SMBA)	1 hour
Background real estate investing	Momentum-Plus	1 hour