

QUALIFICATIONS - ALAN L. JOHNS, MAI, CPM®

ADDRESS:

APPRAISAL ADVISORY GROUP
1414 West High Street
Mt. Pleasant, Michigan 48858
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EDUCATION:

Central Michigan University
Bachelor of Science Degree in Business Administration
Major: Management Minor: Economics

COURSE WORK:

INSTITUTE OF REAL ESTATE MANAGEMENT

1985 "Practical Apartment Management"
1986 "Managing Real Estate as an Investment"
1992 "Problem Solving and Decision Making for Property Management"
1993 "Ethics in Real Estate Management"
1997 "Innovative Ways to Improve On Site Management"

APPRAISAL INSTITUTE

1988 "Real Estate Appraisal Principles"
1988 "Market Analysis"
1988 "Feasibility Studies"
1989 "Market Analysis"
1990 "Basic Valuation Procedures"
1991 "Standards of Professional Practice", Parts A & B
1991 "Capitalization Theory and Techniques", Parts A & B
1993 "II540 Report Writing and Valuation Analysis"
1993 "II550 Advanced Applications"
1996 "Standard of Professional Practice", Parts A & B.
1997 "Rehabilitation and Valuation of Historic Properties"
1998 "Appraising from Blueprints and Specifications"
1998 "Valuation of Detrimental Conditions in Real Estate"
1999 Loss Prevention for Real Estate Appraisers
1999 Appraisal Report Writing Seminar
2001 Comprehensive Appraisal Workshop
2003 510-Advanced Income Capitalization
2003 National USPAP Update
2005 National USPAP Update
2006 I330- Apartment Appraisal
2006 Appraisal Scope of Work: Burden or Blessing?
2006 Appraisal Review - General
2007 Forecasting Revenue
2007 Uniform Appraisal Standards for Federal Land Acquisitions
2008 National USPAP Update
2009 Appraisal Curriculum Overview Part I & II

MARKET ANALYSIS ACTIVITY (11/83 TO PRESENT)

Numerous types of market analysis endeavors, which include the following studies:

- Feasibility
- Marketability
- Market
- Absorption
- Highest and Best Use
- Economic Base
- Land-Use Strategy

Various types of properties analyzed include:

- Multi-Family Residential (Conventional & Government Subsidized)
- Congregate Care and Continuing Care Retirement Communities
- Student Rental and Condominium Communities
- Residential Condominiums
- Hotels and Motels
- Neighborhood Retail Shopping Centers
- Industrial Parks
- Office Rentals and Condominiums
- Family and Fast Food Restaurants
- Marinas
- Mixed-Use Buildings

APPRAISAL ACTIVITY (10/87 TO PRESENT)

All types of real estate interest appraised on a variety of conventional and special purpose properties. Commercial field research, covering various types of properties including:

- Multi-Family Residential
- Congregate Care Facilities
- Continuing Care Retirement Communities
- Student Rental and Condominium Communities
- Residential Condominiums
- Office Rentals and Condominiums
- Hotels, Motels and Resorts
- Family and Fast-Food Restaurants
- Retail Shopping Centers (Neighborhood & Community)
- Marinas
- Industrial Parks
- Mixed-Use Buildings
- Warehouses
- Manufacturing Plants
- Manufactured Home Parks
- Gas Station/Convenience Stores
- Golf Courses
- Automobile Dealerships
- Shopping Centers
- Retail Buildings
- Vacant Land
- Conservation Easements
- Day Care Facility
- Railroad Corridor
- Subdivisions

LICENSES:

- Real Estate Associate Broker License #6505337974
- Certified General Real Estate Appraiser #1201002166

ASSOCIATION:

- Member of the Appraisal Institute (MAI) #12210, Appraisal Institute
 - CERTIFIED PROPERTY MANAGER® (CPM®) #14899, Institute of Real Estate Management
 - Institute Affiliate, Gratiot-Isabella Board of Realtors
 - 1997, 1998 & 2002, President, West Michigan Chapter #62, Institute of Real Estate Management
 - 1994-1996, Chairman, Income & Expense Analysis Committee, West Michigan Chapter #62, IREM
 - 1999- 2006, Volunteer Firefighter, Deerfield Township Fire Department
 - 2001- Present, Medical First Responder, Fremont Township Rescue
 - 1997 - 2000, Treasurer, Ganiard Elementary PTO
 - 2006 - Present, Treasurer, Isabella County Fire Chiefs Association
 - 2007, Member, Central Michigan University Real Estate Development Program Advisory Board
 - 2008/2009, Adjunct Professor, Central Michigan University, Real Estate Valuation & Appraisal (FIN
- 337)
- 2008 - Present, Trustee, Deerfield Township, Isabella County, Michigan