

# QUALIFICATIONS OF APPRAISER JAMES D. RAWSON

WI Certified General Appraiser #388

## **APPRAISAL EXPERIENCE AND RELATED FIELDS**

1982–Present	Rawson Realty
1978–1982	Geib Realty Group, Madison, Wisconsin. Appraisal of residential, commercial, and farm properties; feasibility and marketing analysis studies.
1975–1978	Land Service Company, Madison, Wisconsin. Title searches, appraisals, and utility easement acquisitions.
13 December 2001	Presented 8-hour class on Transitional Land Valuation. Sponsored by Wisconsin Realtors Association.
12 January 1999	Presented 1-hour instruction to Wisconsin Auctioneer Association on “Appraisal Theory.”
18 December 1998	Presented 1-hour instruction to Wisconsin Association of Mutual Insurance Companies on “Appraisal Process.”
21 August 1994	Presented 3-hour class to Wisconsin Municipal Assessors Association on "Appraisal of Transitional Land." Presented the same class to the Wisconsin Towns Association on 17 October 1994.

## **MEMBERSHIPS AND LICENSES**

Licensed Wisconsin Certified General Appraiser  
Licensed Wisconsin Real Estate Broker  
National Association of Realtors  
Wisconsin Realtors Association  
Realtor Association of South Central Wisconsin  
University of Wisconsin Real Estate Alumni Club  
International Farm Management Association  
Past President of Wisconsin Chapter of Society of Farm Managers and Rural Appraisers

## **EXPERIENCE**

Thirty-eight years in real estate appraisal of vacant lands to include transitional lands on the urban fringe, farm land, commercial land, residential lots, subdivisions, recreational land, and islands. Appraisal of improved properties to include homes, farmettes, dairy farms, hog farms, poultry farms, horse farms, grain elevators, cranberry bogs, vegetable farms, veal farms, hatcheries, egg breaking plants, single and multi-family residences, and commercial buildings. Also appraisal of utility easements, partial and whole takings under eminent domain for highways, transmission lines, and feasibility and equity analysis studies. Have qualified as an expert witness in court in several counties in Wisconsin.

## **TEACHING & INSTRUCTING**

Over the years I have been an instructor for many appraisal classes. The latest class was for the Wisconsin Department of Transportation. Taught was an appraisal course on 15 May 2013.  
(1 hr.).

## **EDUCATION**

1975-1979	University of Wisconsin, completed 30 credits towards Master’s Degree in Real Estate Appraisal and Investment Analysis
1975	University of Wisconsin, BBA, Major in Marketing, Real Estate, and Urban Land Economics, Administrative Management, Personnel Management
High School	Blair High, Blair, Wisconsin

## **CONTINUING EDUCATION**

16 May 2019	Agware Update (WC/ASFMRA) (7 hrs.)
15 February 2018	National USPAP (7 hrs.)
19 October 2017	Market Area and Industry Analysis (8 hrs.)
18 May 2017	14 <sup>th</sup> Annual Condemnation Appraisal Symposium
15 February 2017	This Old House, ASFMRA (8 hrs.)
19-20 October 2016	Cost Approach Applications Seminar, ASFMRA, (8 hrs.)
27 May 2016	Professional Standards Training (4 hrs.)
25 May 2016	13 <sup>th</sup> Annual Condemnation Appraisal Symposium (6 hrs.)
11-12 May 2016	Best in Business Ethics, Sponsored by WC/ASFMRA, (7 hrs.)
17 February 2016	National USPAP (7 hrs.)
15 October 2015	Rural Sales Analysis and Confirmation, ASFMRA, (8 hrs.)
6 June 2015	12 <sup>th</sup> Annual Condemnation Appraisal Symposium (6 hrs.)
24 September 2014	Agency Roles with Buyers in Wisconsin (WRA) (3 hrs.)
10 September 2014	Wisconsin Offers, Wisconsin Realtors Association (WRA) (3hrs.)
10 September 2014	Wisconsin Listings, Wisconsin Realtors Association (WRA) (3hrs.)
11 June 2014	11 <sup>th</sup> Annual Condemnation Appraisal Symposium (6 hrs.)
12 February 2014	National USPAP Course (7 hrs)
21 May 2013	2013 Condemnation Appraisal Symposium co-sponsored by The Wisconsin Chapter of the Appraisal Institute and Michael Best & Friedrich LLP. (6 hrs.) Milwaukee, WI
25 April 2013	This Old House: Rural Residential Construction Issues; Sponsored by WC/ASFMRA; (7 hrs)
3 April 2013	Taxes – What Realtors Should Know, sponsored by Wisconsin Bank and Trust, Madison, WI (2 hrs)
12 September 2012	Madison’s New Zoning Code, Sponsored by the City of Madison’s Department of Planning & Community & Economic Development
25 May 2011	8 <sup>th</sup> Annual Condemnation Appraisal Symposium (6 hrs.)
10 May 2011	The Income Approach on Commercial Ag Properties, Sponsored by WC/ASFMRA (4 hrs.)
9 May 2011	2012 Condemnation Appraisal Symposium co-sponsored by The Wisconsin Chapter of the Appraisal Institute and Michael Best & Friedrich LLP. (6 hrs.) Milwaukee, WI
15 February 2011	MS Office Skills for the Appraisal Professional (4 hrs.)
16 February 2011	Sales Comparison Approach Seminar (8 hrs.)
23-24 August 2010	Upper Midwest Right of Way/Utility Seminar Chapter 20, International Right of Way Association (11.25 hrs.)
26 May 2010	2010 Condemnation Appraisal Symposium co-sponsored by The Wisconsin Chapter of the Appraisal Institute and Michael Best & Friedrich LLP. (6 hrs.) Milwaukee, WI
17 May 2010	Professional Standards Training; presented by RASCW (3.5 hrs.) Uniform Standards for Federal Acquisitions Yellowbook-Appraisal Institute (16 hrs)
17 February 2010	USPAP Update Seminar (WC/ASFMRA) (7 hrs)
17 September 2009	Continuing Appraiser Education Program: “Wisconsin Real Estate Trends Conference-Road Map to Recovery”. Sponsored by the Wisconsin Real Estate Alumni Association (6 hrs)
8 May 2009	Professional Standards Training; presented by RASCW (3.5 hrs.)
22 April 2009	Property Tax Assessment Challenge, presented by Reinhart Law, (1.5 hrs.)
11-12 March 2009	Yellowbook – Appraisal Institute (14 hrs.)
2 February 2009	Wind Farms WC/ASFMRA
21 October 2008	Appraisals through the Eyes of a Reviewer – American Society of Farm Managers and Rural Appraisers (7 hrs.)
15 May 2008	Condemnation Appraisal Symposium co-sponsored by The Wisconsin Chapter of the Appraisal Institute and Michael Best & Friedrich LLP. (6 hrs.) Milwaukee, WI.
7 May 2008	Legal Due Diligence For Real Estate Transaction presented by Reinhart Boerner Van Deuren, S. C., Attorneys at Law. (2 hrs.), Madison, WI at Concourse Hotel
10 May 2007	2006 Condemnation Appraisal Symposium co-sponsored by The Wisconsin Chapter of the Appraisal Institute and Michael Best & Friedrich LLP. (4 hrs.) Milwaukee, WI.
18 April 2007	Property Tax Liability Seminar, presented by Reinhart Boerner Van Deuren, S. C., Attorneys at Law, (2 hrs.), Middleton, WI, at Hilton Garden Inn

11 May 2006	2006 Condemnation Appraisal Symposium co-sponsored by The Wisconsin Chapter of the Appraisal Institute and Michael Best & Friedrich LLP. (4 hrs.)
16 March 2006	ASFMRA Ethics Seminar/
15 March 2006	USPAP Seminar – Presented by the American Society of Farm Managers & Rural Appraisers
2 March 2006	Tenants In Common - Milwaukee Commercial Brokers
10 November 2005	Capturing the National Dollar. 3rd Annual Commercial Real Estate & Development Conference
21-22 Sept. 2005	Wisconsin Real Estate Trends Conference. Sponsored by The Wisconsin Real Estate Alumni Association, Inc
20 September 2005	Commercial Association of Realtors Wisconsin Commercial Real Estate Conference 2005
18 May 2005	Tapping the Capital Markets presented by Reinhart, Boerner, Van Deuren, S.C.
21 April 2005	2005 Condemnation Appraisal Symposium co-sponsored by The Wisconsin Chapter of the Appraisal Institute and Michael Best & Friedrich LLP. (4 hrs.)
10 March 2005	Land Development Seminar presented by Vierbicher Associates and Reinhart, Boerner, Van Deuren, S.C.
19 January 2005	Choosing Your Best Financial Alternatives presented by Reinhart, Boerner, Van Deuren, S.C. (3 hrs.)
2 September 2004	Developing in the Sticks: Considerations in Developing Land 30 to 60 Minutes from Madison presented by Reinhart, Boerner, Van Deuren, S.C.
12 May 2004	MOLD: Where Are We Now? Presented by Reinhart, Boerner, Van Deuren, S.C. (2 hrs.)
3-4 May 2004	Real Estate Finance, Statistics, and Valuation Modeling presented by Appraisal Institute (15 hrs.)
22 April 2004	Contemporary Issues in Condemnation Appraisal presented by Appraisal Institute and Michael Best & Friedrich, LLP. (4 hrs.)
24 March 2004	Recent Legal Changes Affecting Developers presented by Michael Best & Friedrich, LLP. (1.25 hrs.)
17 March 2004	The Art/Science of Real Estate Feasibility Analysis presented by Appraisal Institute (4 hrs.)
12 February 2004	National Uniform Standards of Professional Appraisal Practice (USPAP) Course (7 hrs.)
3 February 2004	Real Estate Forum presented by Schenck Business Solutions (3 hrs.)
9 December 2003	National Standards of Professional Appraisal Practice (USPAP) sponsored by Wisconsin Realtors Association (7 hrs.)
3 December 2003	Land Valuation: Adjustment Procedures and Assignments presented by Appraisal Institute (7 hrs.)
28 October 2003	Appraising Agricultural Land in Transition presented by The American Society of Farm Managers and Rural Appraisers (8 hrs.)
9 September 2003	Trends in Condominium Development presented by Reinhart Boerner Van Deuren, S.C.
20 May 2003	DNR Appraisal Guidelines presented by Wisconsin DNR (2 hrs.)
20 May 2003	Uniform Appraisal Standards for Federal Land Acquisition presented by Wisconsin DNR (2 hrs.)
23 January 2003	Dane County Tax Incremental Financing Review. Sponsored by Reinhart Boerner Van Deuren
20 October 2002	Yellow Book – Federal Land Acquisition Uniform Appraisal. Standards sponsored by ASFMRA (8 hrs.)
22 May 2002	Getting Successful Results in Wisconsin Eminent Domain by National Business Institute (7 hrs.)
10 December 2001	USPAP (4 hrs.)
27 September 2001	Electronic Spreadsheets Intermediate. (8 hrs.)
26 September 2001	Electronic Spreadsheets Beginning (8 hrs.)
13 April 2000	Land Conservation Appraisal Seminar sponsored by Wisconsin DNR, Sauk County and Gathering Waters (8 hrs.)
15 July 1999	Land Use Planning and Eminent Domain in Wisconsin, National Business Institute (7 hrs.)
13-14 July 1999	USPAP A-12 Part II (17 hrs.)
30 April 1999	Appraisal of Non-Conforming Uses sponsored by the Appraisal Institute (7 hrs.)
23 March 1999	USPAP Update sponsored by ASFMRA (8 hrs.)

21 February 1999	Instructor of Training Session sponsored by The Appraisal Foundation (7 hrs.)
20 February 1999	USPAP Review sponsored by the Appraisal Foundation (7 hrs.)
13 October 1998	ASFMRA Code of Ethics (8 hrs.)
8 October 1998	CE3-97/98, New Developments, Wisconsin Realtors Association (3 hrs.)
7 October 1998	CEI-97/98, Listing Issues, Wisconsin Realtors Association (3 hrs.)
23 September 1998	CE4A-97/98, General Real Estate Practices, Wisconsin Realtors Association (3 hrs.)
10 December 1997	Midwest Economic Symposium sponsored by Federal Reserve Bank of Chicago
2-3 October 1996	Appraising Rural Residential Properties sponsored by ASFMRA
29 August 1996	Property Rights Seminar
13 November 1995	1996 USPAP Update
12 November 1995	1996 USPAP Instructor Training Session
21 July 1994	Dairy Facility Valuation Seminar (8 hrs.)
20 July 1994	Swine Facility Valuation Seminar (8 hrs.)
9-10 December 1993	Highest and Best Use Seminar (16 hrs.)

### CLIENTS

Aldo Leopold Foundation	City of Madison
International Crane Foundation	City of Middleton
Dane County Natural Heritage Foundation	City of Verona
Day Break Foods, Inc.	Village of Blanchardville
Amcore Bank	Village of Cottage Grove
Bank One	Village of Dane
Bank of Verona	Village of DeForest
M&I Banks	Village of Fall River
Middleton Community Bank	Village of McFarland
First National Bank & Trust	Village of Merrimac
Norwest Banks	Town of Dunn
State Bank of Cross Plains	Town of Middleton
US Bank	Town of Westport
Badgerland Financial	Town of Windsor
Wisconsin Department of Transportation	Dane Iowa Sewer District
Wisconsin Department of Natural Resources	Madison Gas & Electric
Madison Jewish Community Center	Wisconsin Power & Light
Dane County	Middleton-Cross Plains Joint School District
Dodge County	Verona School District
Green County	Attorneys
City of Baraboo	Developers
City of Beloit	Private Individuals
City of Janesville	Local Firms and Businesses