

**QUALIFICATIONS OF THE APPRAISER JAMES D. RAWSON**  
**WI Certified General Appraiser #388**

**APPRAISAL EXPERIENCE AND RELATED FIELDS**

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

**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-three 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 wetlands. 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.

## **EDUCATION**

High School

Blair High, Blair, Wisconsin

University

University of Wisconsin, BBA, 1975 Major in Marketing, Real Estate, and Urban Land Economics, Administrative Management, Personnel Management.

University of Wisconsin, completed 30 credits towards Masters Degree in Real Estate Appraisal and Investment Analysis

## **Other**

21 October 2008

Appraisals Through the Eyes of a Reviewer – American Society of Farm Managers and Rural Appraisers (7hrs)

15 May 2008

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

ASFMR 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. 3<sup>rd</sup> Annual Commercial Real Estate & Development Conference.

21-22 September 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 2002 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 1999 Instructor of Training Session sponsored by The Appraisal Foundation (7 hrs)

20 February 1999 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
Farm Credit System	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