

QUALIFICATIONS OF JOHN R. HICKS

CERTIFICATION:

Certified General Real Estate Appraiser
State of Arizona; Certificate No. 30475

EDUCATION:

Master of Business Administration	University of Wisconsin-Milwaukee, 1980
B.S. in Mechanical Engineering	University of Arizona, 1968
Certificate in Strategic Planning	American Management Association, 1980
Basic Appraisal of Real Estate	Arizona State University, 1986
Standards of Professional Practice	AIREA, 1987
Real Estate Appraisal Principles	AIREA, 1989
Basic Valuation Procedures	AIREA, 1990
Capitalization Theory & Techniques -A	AIREA, 1990
Reviewing Appraisals	AIREA, 1990
Capitalization Theory & Techniques -B	AIREA, 1991
Case Studies in Valuation	AIREA, 1991
Valuation Analysis - Report Writing	Appraisal Institute, 1992
Standards of Professional Practice	Appraisal Institute, 1993
Technical Inspection of Real Estate	Beckman Co., 1996
Appraisal of Nursing Home Facilities	Appraisal Institute, 1997
Standards of Professional Practice	Appraisal Institute, 2000
Market Studies/Highest & Best Use	Appraisal Institute, 2002
Standards of Professional Practice	Arizona School of Real Estate 2004
Advanced Cost Approach	Appraisal Institute, 2004
Advanced Sales Comparison Approach	Appraisal Institute, 2004
Standards of Professional Practice	Appraisal Institute, 2006
Standards of Professional Practice	Appraisal Institute, 2008

AFFILIATION:

Associate Member, Appraisal Institute

EXPERIENCE:

1986 to Present: Sell & Associates: Appraisal of a wide variety of property types, including apartments, major office complexes, retail centers, restaurants, industrial projects, nursing homes, assisted living centers, residential subdivisions, speculative land, mini-storage, mobile home parks and service facilities for busses and aircraft. These assignments include a number of jobs for litigation, condemnation and public acquisition proceedings. Work assignments have been in the Metropolitan Phoenix area as well as in Tucson, Prescott, Kingman, Bullhead City, Flagstaff, Yuma, Casa Grande, Sierra Vista, Heber-Overgaard, Showlow and Pinetop. Out-of-state assignments include those in Albuquerque, NM, Salt Lake City, UT, Las Vegas, Reno and Carson City, NV.

Primary Emphasis: Over the past 20 years, Mr. Hicks has obtained extensive specialized experience in the appraisal of office complexes, industrial buildings, retail centers and luxury apartments, including a number of landmark projects in the Phoenix and Las Vegas areas. In particular, Mr. Hicks has extensive experience in applying **Argus** income analysis to multi-tenant commercial and industrial properties .

Background: Prior to joining Sell & Associates, Mr. Hicks was an independent business consultant, performing business appraisals, devising funding proposals for new businesses and counseling distressed businesses. In addition, Mr. Hicks has over 18 years of professional experience in the areas of strategic corporate planning, market research, international marketing, standards engineering and developmental mechanical engineering.