

QUALIFICATIONS OF APPRAISER

Greg A. Coates

Licenses and Professional Designations:

State of Arizona Certified General Real Estate Appraiser - Cert. No. 31214

State of Arizona Real Estate Sales Person – SA547900000

State of California Certified General Real Estate Appraiser - Cert. No. TP977401

State of Washington Certified General Real Estate Appraiser - 1101599

State of Washington Real Estate Sales Person - Cert. No. 24820

State of Washington - Real Property Assessment Accreditation

Education:

Washington Real Estate Law, Realestateschool.org, Web Based

USPAP, National USPAP Update Equivalent, McKissock Inc., Web Based

Arizona School of Real Estate and Business, Real Property Valuation Course, 104 - Part 2, Arizona School of Real Estate and Business, Scottsdale, Arizona

Arizona School of Real Estate and Business, Real Property Valuation Course, 103, Arizona School of Real Estate and Business, Scottsdale, Arizona

Arizona School of Real Estate and Business, USPAP (#ABA 0502-214), Arizona School of Real Estate and Business, Scottsdale, Arizona

The Appraiser and the Gramm-Leach-Bliley Act, Tempe, Arizona

Arizona Appraisers Coalition, The Impact of Highway Construction on Real Estate, Phoenix, Arizona

The Appraisal Institute, Advanced Applications, 550, Phoenix Chapter of the Appraisal Institute, Tempe, Arizona

The Appraisal Institute, Condemnation Appraising: Basic Principles and Applications, 710, Phoenix Chapter of the Appraisal Institute, Tempe, Arizona

The Appraisal Institute, Condemnation Appraising: Advanced Topics and Applications, 720, Phoenix Chapter of the Appraisal Institute, Tempe, Arizona

The Appraisal Institute, Appraisal of Apartments - 330, Seattle Chapter of the Appraisal Institute, Seattle, Washington

International Association of Assessing Officers, Attacking and Defending an Appraisal in Litigation, IAAO National Convention, Las Vegas, Nevada

The Appraisal Institute, Highest and Best Use and Market Analysis, 520, Phoenix Chapter of the Appraisal Institute, Tempe, Arizona

The Appraisal Institute, Regression Analysis in Appraisal Concepts and Applications - 682, Phoenix Chapter of the Appraisal Institute, Tempe, Arizona

The Appraisal Institute, Case Studies in Commercial Highest and Best Use - 683, Phoenix Chapter of the Appraisal Institute, Tempe, Arizona

The Appraisal Institute, Advanced Sales Comparison and Cost Approach, 530, Phoenix Chapter of the Appraisal Institute, Tempe, Arizona

The Appraisal Institute, Valuation of Detrimental Conditions in Real Estate - 667, Phoenix Chapter of the Appraisal Institute, Tempe, Arizona

The Appraisal Institute, The Appraisal of Local Retail Properties, Phoenix Chapter of the Appraisal Institute, Tempe, Arizona

Standards of Professional Practice "A", Arizona School of Real Estate & Business, Scottsdale, Arizona

How to Develop a CAP Rate, Arizona School of Real Estate & Business, Scottsdale, Arizona

How to Appraise Leasehold Interests, Arizona School of Real Estate & Business, Phoenix, Arizona

Problem Solving in Real Estate Appraising, Seattle, Washington

Environmental Hazards, Seattle, Washington

Appraising Historic Properties, Seattle, Washington

B.O.M.A. Ethics Is Good Business, San Francisco, California

Appraising in the Wake of Natural Disasters, Seattle, Washington

The Appraisal Institute Standards of Professional Practice "A", Seattle, Washington

Title Insurance C1234 – Bellingham, Washington

The Appraisal Institute, Appraisal Procedures, 120 - Seattle Chapter of the Appraisal Institute, Seattle, Washington

Completed, Appraisal 101 - Introduction to Real Estate Appraisal, Abbotsford, Canada

Geography 201-Human Geography, University of Western Washington

Geography 270-Introduction to Planning, University of Western Washington

Geography 341-Urban Geography, University of Western Washington

Geography 370-Planning Process, University of Western Washington.

BA - Social Sciences, University of Saskatchewan, Saskatoon, Canada

Appraisal Experience:

08/97 - Present - Staff Appraiser, Sell & Associates, Inc., Tempe, AZ,

6/2003 – Present - Staff Appraiser, Coates & Associates, Inc. Bellingham, WA.

03/1993 – 08/1997 - Staff Appraiser, Miller Appraisal Services, Bellingham, WA.

Self-employed Development Consultant.

Other Experience and Business Associations:

01/73 - 03/93 - Owner, General Manager, Marketing Manager, Project Manager of several development companies involved in construction of single family residences, duplexes, town house developments, commercial developments, apartment blocks, tilt up warehousing, residential and industrial subdivisions. Experienced in sales, mediation, venture capital, limited partnerships, etc.

I have Appraised For:

Bank One	Bank of America	Wells Fargo Bank
Bank of Arizona	First Interstate Bank	Republic National Bank
First Fidelity Thrift & Loan	GE Capital Corporation	Nations Bank
Heritage Bank	City of Scottsdale	City of Chandler
State of Arizona	City of Phoenix	Compass Bank
Stearns Bank	Charter Pacific Bank	Northern Trust B. of A.
First Arizona Savings	Frontier State Bank	U.S. Savings Bank
U.S. Small Business Admin.	Pentagon Federal Cr Un	Horizon Bank
U. S. Dep't of Agriculture	First National Mortgage	Washington Federal
Prudential Mortgage	Peoples State Bank	Key Corp.

Various other Banks, Lawyers, Corporations and Private Individuals.

Geographical Areas of Appraisal Experience:

State of Arizona*
State of California*
State of Washington*
Province of British Columbia, Canada

*Currently Certified