

OWNER'S NAME

Mardell H. Imhoff, Successor Trustee of the John E. Monreal Family Trust

COUNTY	LAK
ROUTE	SR 640
SECTION	0.00
PARCEL NO.	24-SH
PROJECT I.D. NO.	89274

Subject

Address/Location	Zoning	Utilities	APN		
31925 Vine Street, Willowick, Lake County, OH 44095	Retail District (no minimum lot area)	All public available	28-A-044-E-00-031-0		
			Larger Parcel Size	Larger Parcel Unit	Highest and Best Use
			0.7117	Acre	Retail

**Comments**  
The total subject area is 0.7117 gross acres and 0.7117 acres (31,000 square feet) net of roadways. It is located at 31925 Vine Street in Willowick, Lake County, Ohio, and is on the northwest corner of Vine and E 320<sup>th</sup> Streets. The site is irregular in shape with level topography at the grade of roadway. It is not located in a floodplain area. It is owned by Mardell H. Imhoff, Successor Trustee of the John E. Monreal Trust and is improved with a funeral home built in 1956. The subject property is known as the Lake County Fiscal Officer's Permanent Parcel Number 28-A-044-E-00-031-0. The property consists of one parcel with the same ownership and the same highest and best use. Thus, the larger parcel is the existing site containing 0.7117 acres (net). There have been no arm's length transactions of the subject property in the past ten years. Permitted uses under the zoning retail establishments, offices, professional business and service establishments, dining facilities, grocery stores, school facilities, health club facilities, motor vehicle fueling stations, maximum of four entertainment device arcade(s) per three square mile(s), and mechanical amusement devices and game rooms. Based off the permitted uses and minimum zoning requirements, the subject could be developed with a variety of retail uses. The subject is considered a conforming use. As vacant, the highest and best use of the subject is for retail use.

Comparable Sales

Sale #	Address/Location	Highest and best use	Verification source	Sale Date
1	2819 Bishop Road, Willoughby Hills, OH 44092	Retail	Listing Broker	4/6/2021
APN(s)		Zoning	Utilities	Sale Price
31A-008-D-00-030-0		B-2, Commercial Campus/Mixed-Use	All public available	\$650,000
				Parcel Size
				1.1348 Ac. or 49,432 s.f.
				Unit Value Indication
			\$572,788/Ac. or \$13.15/s.f.	

Comments

This was an arm's length sale of a 1.1348 acre parcel of vacant land in Willoughby Hills. It is an interior lot, slightly irregular in shape, with level topography. The site is not located in a floodplain area.

Sale #	Address/Location	Highest and best use	Verification source	Sale Date
2	34343 Euclid Ave, Willoughby, OH 44094	Retail	Public Records	6/2/2022
APN(s)		Zoning	Utilities	Sale Price
27-A-012-0-00-021-0		G-B, General Business District	All public available	\$750,000
				Parcel Size
				1.333 Ac. or 58,065 s.f.
				Unit Value Indication
			\$562,640/Ac. or \$12.92/s.f.	

Comments

This was an arm's length sale of a 1.333 acre parcel in Willoughby. It was a cash to seller sale. It is an interior site, irregular in shape, with level topography. The site is not located in a floodplain area.

Sale #	Address/Location	Highest and best use	Verification source	Sale Date
3	32400 Vine Street, Willowick, OH 44095	Retail	Public Records, published information	9/17/2018
APN(s)		Zoning	Utilities	Sale Price
28A044E000020		Retail District	All public available	\$217,000
				Parcel Size
				0.5152 Ac. or 22,440 s.f.
				Unit Value Indication
			\$421,195/Ac. or \$9.67/s.f.	

Comments

This was an arm's length sale of a 0.5152 acre parcel of vacant land in Willowick. It was a cash to seller sale. It is an interior lot, surrounding a corner parcel, and is irregular in shape. The site has level topography and is not located in a floodplain area.



**Overall Comments / Reconciliation**

Comments

Sales similar to the subject were researched and the sales presented are considered to be the most comparable to the subject. Adjustments were considered for property rights conveyed, improving market conditions, conditions of sale, and financing concessions. The sales were also adjusted for physical characteristics. Adjustments have been considered in the following categories: location, size, shape, utilities and topography. Location adjustments reflect general property values in an area due to locational differences. Adjustments for size reflects the principle that larger parcels tend to sell for less per unit than smaller parcels, all other things being equal. Adjustments for topography may be necessary to adjust for sloped lands which are difficult, impossible or more expensive to develop. Adjustments for shape reflect differences in shape which make a property more or less desirable often due to excessive development costs for irregularly shaped parcels. Before adjustments, the sales range from \$9.67 to \$13.15 per square foot. Giving consideration to all of the sales, and the subject's corner location, I have correlated the indications to a unit value at the top of the range of \$13.00 per square foot.

Reconciled Value: \$13.00/s.f.

**Part Taken - Land**

Parcel # Suffix	Net Take Area	% Acquired	Temporary Take Period	Unit Value	Comments	Total Value
24-SH	36 s.f.	100% - \$1.00	N/A	\$13.00/s.f.	Standard Highway Easement (say)	\$500
Total:						\$500

**Part Taken – Improvements**

Parcel # Suffix	Description	Quantity	Units	Unit Value	Depreciation	Improvement Value
24-SH	Concrete	25	s.f.	\$8	15%	(say) \$140
24-SH	Grass	11	s.f.	\$0.35	0%	(say) \$10
Total:						\$150

**Cost to Cure**

Parcel # Suffix	Description	Cost to Cure
Total:		\$0.00

**Preparers Conclusion**

Comments

The standard highway acquisition, 24-SH, consists of 36 square feet, or 0.0008 acres, of land and is needed for the construction of a curb ramp. It is irregular in shape and is in the southeast corner of the subject property adjacent to the existing right-of-way. After the acquisition, the property will contain 0.7109 net acres. The residue will remain a conforming use. The acquisition does not affect the value of the property beyond the pro-rata value of the land and site improvements which are taken.

Total Estimated Compensation: \$650

**FMVE Conclusion**


Comments

The conclusions of this report appear to be fair and reasonable.

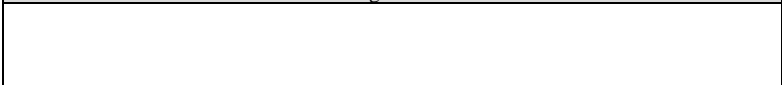
Total FMVE: \$650




**Signatures**

Signature	
	
Typed Name:	Emily L. Braman, MAI, SRA, AI-GRS
Title:	President, C.P. Braman & Co., Inc.
Date:	8/29/2023

Signature	
	
Typed Name:	
Title:	
Date:	

Signature	
	
Typed Name:	
Title:	
Date:	

**Administration Settlement**

Signature			
			
Typed Name:		FMVE Amount:	\$650
Title:		Additional Amount:	
Date:		Total Settlement:	

THE PERSON PERFORMING THIS ANALYSIS MUST HAVE SUFFICIENT UNDERSTANDING OF THE LOCAL REAL ESTATE MARKET TO BE QUALIFIED TO MAKE THE VALUATION | THE PREPARER PERFORMING THIS VALUATION SHALL NOT HAVE ANY INTEREST, DIRECT OR INDIRECT, IN THE REAL PROPERTY BEING VALUED FOR THE AGENCY | COMPENSATION FOR MAKING THIS VALUATION SHALL NOT BE BASED ON THE AMOUNT OF THE VALUATION ESTIMATE | THIS VALUATION COMPLIES WITH THE REQUIREMENTS OF 49 CFR 24.102 (C) (2) (ii)

**REQUIRED ATTACHMENTS**

- Photographs of the Subject Property
- Aerial View of the Subject Property
- Sketch of the Property
- Legal Description
- Map of Comparable Sales
- Comparable Sales
- Qualification of Appraiser

**JURISDICTIONAL EXCEPTION DISCLOSURE:**

The appraisal waiver rule adopted by the FHWA allows agencies to determine when an appraisal is not needed if they first determine that the valuation problem was uncomplicated and has an estimated value less than the low-value defined in the rule. As such, the information provided in the development of the approved report format is not considered an appraisal. This specialized service was prepared by a disinterested and unbiased third party within the scope of the certificate holder’s certification in compliance with Ohio Revised Code 4763.12.

This report was performed under the JURISDICTIONAL EXCEPTION RULE of the Uniform Standards of Professional Appraisal Practice (USPAP). The format is in compliance with Section 4200.02 of the Policies and Procedures Manual of the Ohio Department of Transportation’s (ODOT) Office of Real Estate. The format is also in compliance with Federal Law 49CFR 24.102 (c) (2), as well as the Ohio Administrative Code 5501:2-5-6 (B)(3)(b)(ii)(a) when an appraisal is determined to be unnecessary, the agency shall prepare a waiver valuation. Persons preparing or reviewing a waiver valuation are precluded from complying with standard rules 1, 2, and 3 of the “Uniform Standards of Professional Appraisal Practice” (USPAP), as in effect in the 2012-2013 edition, as promulgated by the “Appraisal Standards Board” of the Appraisal Foundation, which can be found at <http://www.uspap.org./toc.htm> for the provisions for waiver of appraisals. The part or parts of USPAP which have been disregarded are STANDARDS 1-3 since this assignment is not considered to be appraisal or appraisal review. Refer to ADVISORY OPINION 21 of USPAP for illustration of the relationship between “valuation services” and “appraisal practice”. The legal authority which justified this action was cited above under Federal and State law for the waiver of appraisal provision. The Value Analysis Report format was developed by ODOT in accordance with the waiver of the appraisal provision in both the Federal and State laws cited above. By definition, the Value Analysis Report format is not an appraisal when it is used in accordance with the Policies and Procedures of ODOT.



*ATTACHMENTS*



SUBJECT PICTURE

(Taken By: Emily Braman, on August 26, 2023)

Facing West:



Facing West:



AERIAL VIEW OF SUBJECT PROPERTY

31925 Vine Street, Willowick, OH 44095  
0.7117 net acres

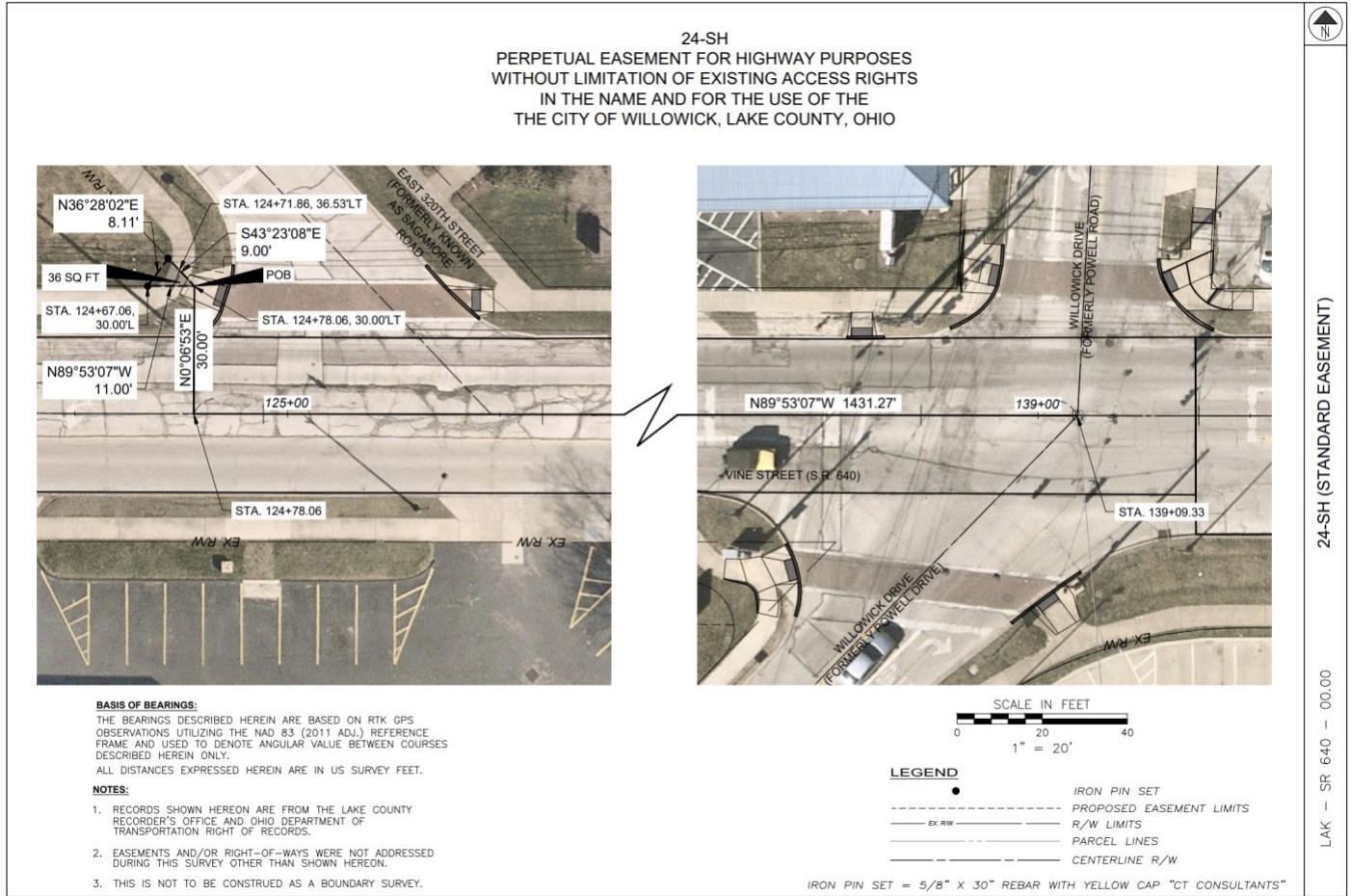
North ^



SKETCH OF SUBJECT PROPERTY

31925 Vine Street, Willowick, OH 44095  
 Before the acquisition: 0.7117 net acres  
 24-SH: 36 square feet, or 0.0008 acres  
 Residue: 0.7109 net acres

*Note: Map not to scale. For exhibit purposes only*



**EXHIBIT A**

**PARCEL 24-SH  
LAK-SR 640-0.00  
PERPETUAL EASEMENT FOR HIGHWAY PURPOSES  
WITHOUT LIMITATION OF EXISTING ACCESS RIGHTS  
IN THE NAME AND FOR THE USE OF THE  
THE CITY OF WILLOWICK, LAKE COUNTY, OHIO**

An exclusive perpetual easement for public highway and road purposes, including, but not limited to any utility construction, relocation and/or utility maintenance work deemed appropriate by the The City Of Willowick, Lake County, Ohio, its successors and assigns forever.

Grantor/Owner, for himself and his heirs, executors, administrators, successors and assigns, reserves all existing rights of ingress and egress to and from any residual area (as used herein, the expression "Grantor/Owner" includes the plural, and words in the masculine include the feminine or neuter).

[Surveyor's description of the premises follows]

Situated in the City of Willowick, County of Lake, and State of Ohio and known as being a part of Sublot No. 27 in the Vinewood Realty Company's Vinewood Subdivision of parts of Original Willoughby Township Lots No. 3 and No. 4 in Tract No. 16 of the Ninth Township in the Tenth Range of the Connecticut Western Reserve as recorded October 13, 1910 in Volume C, Page 1 of Lake County Plat Records, and more particularly being a part of the premises conveyed to Mardell H. Imhoff, Successor Trustee of the John E. Monreal Family Trust by instrument recorded February 19, 2009 in Instrument No. 2009R003885 of Lake County Official Records and is bounded and described as follows:

**BEGINNING** in the centerline of Vine Street (State Route No. 640), 60 feet in width, at a drill hole in a stone within a monument box found marking its intersection with the centerline of Willowick Drive (formerly known as Powell Road), 60 feet in width, as appears on said plat of Vinewood Subdivision, said point of beginning being Station 139+09.33 in the centerline survey for LAK-SR 640-0.00;

Thence North 89°53'07" West, along said centerline of Vine Street, a distance of 1431.27 feet to a point therein and being Station 124+78.06 in said centerline survey;

Thence North 0°06'53" East, by a line which is perpendicular to said centerline, a distance of 30.00 feet to the northerly right-of-way line of said Vine Street at its intersection with the





**EXHIBIT A**

LPA RX 871 SH

southwesterly right-of-way line of East 320<sup>th</sup> Street (formerly known as Sagamore Road), 60 feet in width, said point of intersection being 30.00 feet LEFT of Station 124+78.06 in said centerline survey and the **PRINCIPAL POINT OF BEGINNING**;

Thence North 89°53'07" West along said northerly right-of-way line of Vine Street, a distance of 11.00 feet to an iron pin stake set therein and being 30.00 feet LEFT of Station 124+67.06 in said centerline survey;

Thence North 36°28'02" East, passing through the aforesaid land of the Grantor herein, a distance of 8.11 feet to an iron pin stake set in said southwesterly right-of-way line of East 320<sup>th</sup> Street and being 36.53 feet LEFT of Station 124+71.86 in said centerline survey;

Thence South 43°23'08" East along said southwesterly right-of-way line of East 320<sup>th</sup> Street, a distance of 9.00 feet to the **PRINCIPAL POINT OF BEGINNING** and containing 36 Square Feet of land as surveyed and described in August, 2023 by Thomas M. Meeks, Ohio Professional Survey No. 8674 of CT Consultants, Inc. Registered Engineers and Surveyors. Subject to all existing easements and legal highways.

All points designated as "...iron pin stake set..." are marked by a 5/8 inch diameter by 30 inch long steel reinforcing bar driven flush with the ground and capped with a 1-1/4 inch yellow plastic cap engraved "CT CONSULTANTS, INC."

The above described area is part of Lake County Auditor's Parcel No. 28-A-044-E-00-031-0.

Bearings contained herein are for project use only and are based on Ohio State Plane (North Zone) Coordinates, Horizontal Datum NAD83(2011).



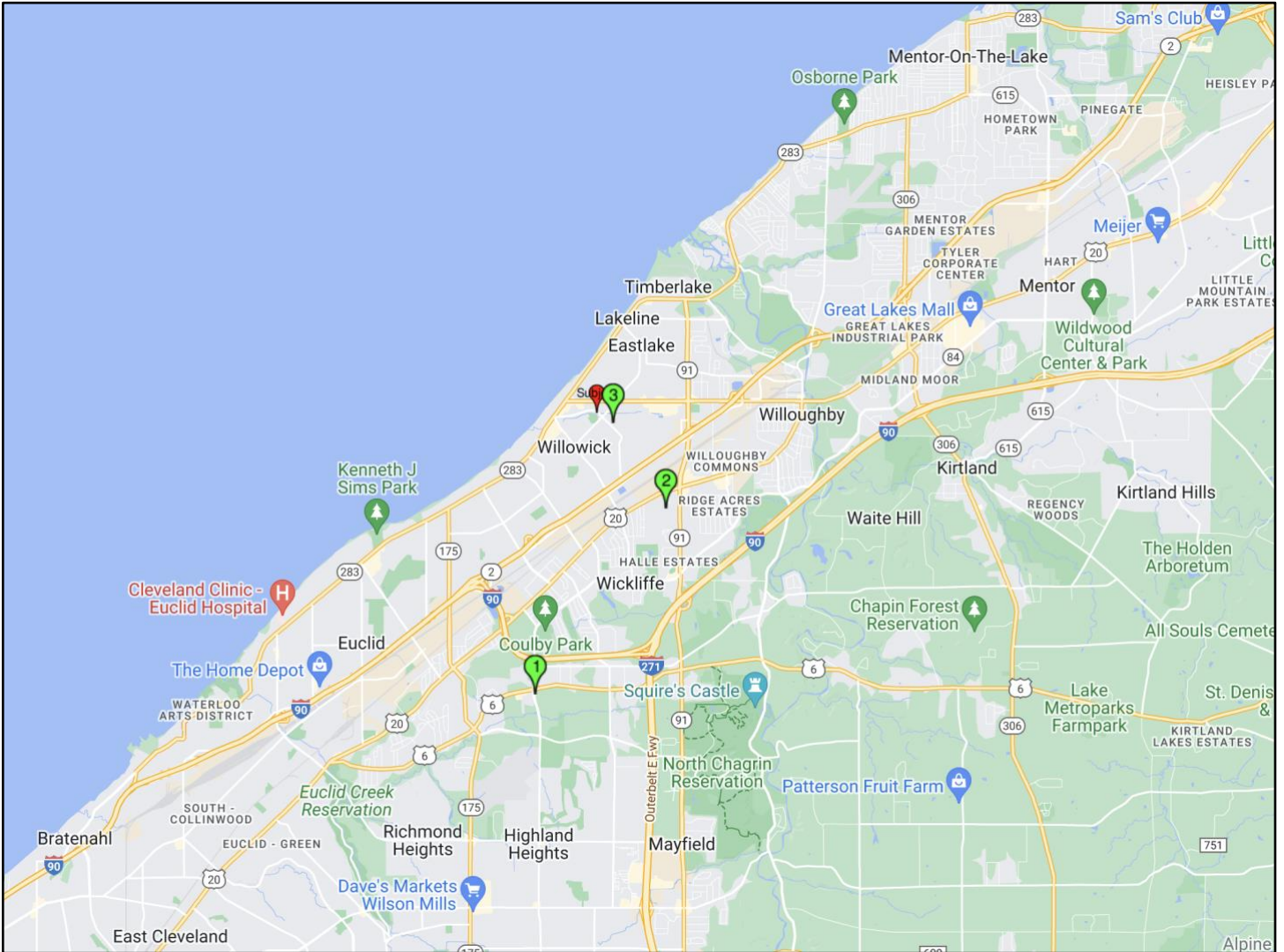
A handwritten signature in blue ink, appearing to read "T. Meeks", written over a horizontal line.

Thomas M. Meeks  
Ohio Registered Surveyor No. 8674  
August 16, 2023



LOCATION MAP OF COMPARABLE SALES

North ^



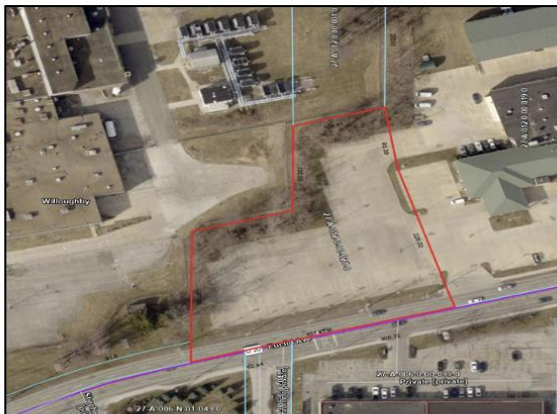
**VACANT LAND SALE**

<b>County:</b>	LAKE	<b>City/Village/Twp.:</b>	WILLOUGHBY HILLS
<b>Location Address:</b>	2819 Bishop Road, Willoughby Hills, Ohio 44092		
<b>School District:</b>	Willoughby-Eastlake CSD	<b>Legal Description:</b>	PART OF LOT 3 TRACT 4
<b>Grantor:</b>	L&H Real Estate Holdings, LLC		
<b>Grantee:</b>	Bishop Wash Investments LLC		
<b>Date of Sale:</b>	4/6/2021	<b>Type of Financing:</b>	Cash to Seller
<b>Condition of Sale:</b>	Arm's length transaction	<b>Sale Price:</b>	<b>\$650,000</b>
<b>Sale Verified With:</b>	County Fiscal and Recorder's office records and Michael J. Hirsh, Listing Broker for Kowit & Company, 216.514.1400 x107		
<b>Motivation of Parties:</b>	Willing Buyer and Seller	<b>Verified By:</b>	Emily L. Braman
<b>Sale Inspected Date:</b>	7/12/2021	<b>Encumbrances:</b>	Typical
<b>Topography:</b>	Level at the grade of roadway	<b>Flood Plain Data:</b>	Flood Zone X
<b>Use at time of sale:</b>	Vacant land		Area of Minimal Flood Hazard
<b>Highest and Best use:</b>	Commercial Development		
<b>Total Net Area:</b>	1.1348 acres or 49,432 square feet	North ^ Sketch not drawn to scale	
<b>Unit Price:</b>	\$572,788/acre or \$13.15/s.f.		
<b>Zoning:</b>	B-2, Commercial Campus/mixed use		
<b>Utilities:</b>	All city available		
<b>Type of Improvements</b>	None at time of sale		
<b>Dimensions:</b>	+/-182' of frontage on Bishop Road		
<b>Shape:</b>	Trapezoidal in shape		
<b>Photograph facing:</b>	east on Bishop Road		
<b>Document Number:</b>	2021R011504		
<b>Type of Instrument:</b>	General Warranty Deed		
<b>Auditor Parcel:</b>	31A-008-D-00-030-0		
<b>Sale Number:</b>	ONE		



**VACANT LAND SALE**



<b>County:</b>	LAKE	<b>City/Village/Twp.:</b>	WILLOUGHBY
<b>Location Address:</b>	34343 Euclid Ave., Willoughby, OH 44094		
<b>School District:</b>	Willoughby-Eastlake City SD	<b>Legal Description:</b>	LOT 5 TRACT 14
<b>Grantor:</b>	JNKO Ltd.		
<b>Grantee:</b>	Blue Falls Real Estate Company, Inc.		
<b>Date of Sale:</b>	06/02/2022	<b>Type of Financing:</b>	Cash to Seller
<b>Condition of Sale:</b>	Arm's length transaction	<b>Sale Price:</b>	<b>\$750,000</b>
<b>Sale Verified With:</b>	Lake County Fiscal Officer, Recorder records		
<b>Motivation of Parties:</b>	Willing Buyer and Seller	<b>Verified By:</b>	Emily L. Braman
<b>Sale Inspected Date:</b>	3/22/2023	<b>Encumbrances:</b>	Typical
<b>Topography:</b>	Level at the grade of roadway, clear	<b>Flood Plain Data:</b>	Flood Zone X
<b>Use at time of sale:</b>	Vacant Land		Area of Minimal Flood Hazard
<b>Highest and Best use:</b>	Commercial Development		
<b>Total Area Net:</b>	58,065 s.f. or 1.3330 ac.	North ^	Sketch not drawn to scale
<b>Unit Price:</b>	\$12.92/s.f. or \$562,640/acre		
<b>Zoning:</b>	G-B General Business District		
<b>Utilities:</b>	All Public Available		
<b>Type of Improvements:</b>	None at time of sale		
<b>Dimensions:</b>	301.42 feet of frontage by 228' deep		
<b>Shape:</b>	Lot is irregular in shape		
<b>Photograph facing:</b>	North on Euclid Avenue		



<b>Deed Volume / Page:</b>	2022R015667
<b>Type of Instrument:</b>	Limited Warranty Deed
<b>Auditor Parcel No.:</b>	27-A-012-0-00-021-0
<b>Sale Number:</b>	TWO



**VACANT LAND SALE**

<b>County:</b>	LAKE	<b>City/Village/Twp.:</b>	WILLOWICK		
<b>Location Address:</b>	32400 Vine Street, Willowick, OH 44095				
<b>School District:</b>	Willoughby-Eastlake City SD	<b>Legal Description:</b>	LOT 3 & 4 TRACT 16 PART OF S/L 105		
<b>Grantor:</b>	Richard Skerl Jr.				
<b>Grantee:</b>	Nihari Willowick LLC				
<b>Date of Sale:</b>	09/17/2018	<b>Type of Financing:</b>	Cash to Seller		
<b>Condition of Sale:</b>	Arm's length transaction	<b>Sale Price:</b>	<b>\$217,000</b>		
<b>Sale Verified With:</b>	Lake County Auditor & Recorders records and information provided by KW Commercial, Rick Osborne JR				
<b>Motivation of Parties:</b>	Willing Buyer and Seller	<b>Verified By:</b>	Emily L. Braman		
<b>Sale Inspected Date:</b>	8/28/2023	<b>Encumbrances:</b>	Typical		
<b>Topography:</b>	Level	<b>Flood Plain Data:</b>	Flood Zone X		
<b>Use at time of sale:</b>	Vacant land		Area of Minimal Flood Hazard		
<b>Highest and Best use:</b>	Retail Development				
<b>Total Area Net:</b>	22,440 s.f. or 0.5152 ac.	North ^	Sketch not drawn to scale		
<b>Unit Price:</b>	\$9.67/s.f. or \$421,195/ac.				
<b>Zoning:</b>	Retail District				
<b>Utilities:</b>	All public available				
<b>Type of Improvements:</b>	None at time of sale				
<b>Dimensions:</b>	+/- 212' frontage on Vine Street +/-32' frontage on Willowick Drive				
<b>Shape:</b>	Lot is triangular in shape				
<b>Photograph facing:</b>	South on Vine Street				
				<b>Document No:</b>	2018R023618
				<b>Type of Deed:</b>	Warranty Deed
				<b>Parcel No.:</b>	28A044E000020
		<b>Sale Number:</b>	THREE		



## ***Qualifications of Emily L. Braman, MAI, SRA, AI-GRS***

### **Experience with the following types of Appraisal Problems:**

**Litigation** involving zoning, eminent domain and ad valorem tax values. **Estate tax** planning, including partial interest valuation. **Partial taking and easement valuation including** aerial and avigation easements, sewer, utility, slope and channel easements, temporary construction easements, conservation and scenic preservation easements. Calculation of **damages** due to proximity issues, loss of parking, and other factors. **Impact studies** on property values for electronic billboards, correctional facilities, roadway proximity, historic façade easements, zoning issues, sewer assessment equalization and cellular towers.

### **Professional Designations, Membership & Affiliations:**

Appraisal Institute, MAI Designation, Appraisal Institute, SRA Designation, Appraisal Institute, AI-GRS Designation  
State of Ohio Certified General Real Estate Appraiser Certification No. 381955 since September 1991.  
ODOT Pre-qualified for Real Estate Appraisal, Appraisal Review and Value Analysis since 1999.

### **Education:**

Shaker Heights High School

The University of Michigan - 1987 - BGS - Concentration in Real Estate & Psychology

Appraisal Coursework: An Introduction to Appraising Real Property – 1987 SREA: Applied Residential Property

Valuation – 1988, AIREA 1B-A,1B-B Capitalization Theory and Techniques, Parts A & B – 1988, Appraisal Institute: Report Writing and Case Studies 2013, Advanced Applications and Case Studies - 2013, Advanced Market Analysis and Highest and Best Use – 2014, Capstone 2015, Review Theory- General-2017

### **Other Qualifications:**

Qualified as an expert witness in the Ohio Board of Tax Appeals, the Cuyahoga & Portage County Boards of Revision, Cuyahoga County Court of Common Pleas, the Cuyahoga, Lake, Lorain, Medina & Summit County Probate Courts.

Rule 71.1 Commissioner to the United States District Court, Northern District of Ohio, Columbia Gas Transmission LLC vs. Booth et al – 2017

### **Small Business/Women Owned Business Certifications:**

**EDGE Certified** with the State of Ohio through 4/10/2025. **WBE Certified** with the State of Ohio through 10/9/2022

Certified as a Female Business Enterprise (**FBE**), a Cleveland Small Business (**CSB**) and a Local Producer Enterprise (**LPE**) by the City of Cleveland, CMHA and Greater Cleveland Regional Transit Authority.

Certified as a Small Business Enterprise (**SBE**) by Cuyahoga County and the North East Ohio Regional Sewer District

### **Property Types Appraised:**

Residential, commercial, industrial and special purpose properties including schools, hospitals, churches, railroads, municipal facilities, bike trails, power line easements, bridges, cemeteries, subdivisions, office buildings, shopping centers, manufacturing buildings, junkyards, warehouses, lakefront properties, vacant land and others.

### **Work Experience:**

Emily Braman has been appraising properties in northeast Ohio for over 30 years. She has been sole owner of Charles P. Braman & Co., Inc. since 2001.

### **Volunteerism:**

Appraisal Institute- National Nominating Committee 2023

Appraisal Institute – Region V Representative 2022-2023

Past President - Ohio Chapter Appraisal Institute 2022, President - Ohio Chapter Appraisal Institute 2021

First Vice President – Ohio Chapter Appraisal Institute 2020, Second Vice President – Ohio Chapter Appraisal Institute 2019, Secretary – Ohio Chapter Appraisal Institute 2018, Board of Directors - Appraisal Institute - Northern Ohio Chapter - 2001-2003, Candidate Liaison - Northern Ohio Chapter, Appraisal Institute - 1994,1995

Shaker Hts. Middle School Parent Teacher Organization Co-President 2014-2015 and 2020-2021



## ***Qualifications of Emily L. Braman, MAI, SRA, AI-GRS***

### **Representative Clients:**

Attorneys including: Benesch, Berns, Ockner & Greenberger, LLC, Brindza, McIntyre & Seed LLP, Calfee, Halter & Griswold, LLP, Coakly Lammert Co. LPA., Kadish Hinkle & Weibel, Mansour, Gavin, Gerlack & Manos, LPA, Gallagher Sharp, Franz Ward, LLP, Hahn, Loeser & Parks LLP, Kenneth J. Fisher, Co., LPA, McCarthy Lebit, Crystal & Liffman Co. LPA, Schneider, Smeltz, Spieth Bell, LLP, Singerman, Mills, Desberg & Kauntz, LPA, Taft Stettinius & Hollister LLP, Sleggs, Danzinger & Gill, LPA, Siegel Jennings Co., LPA, Thrasher, Dismore & Dolan LPA, Thomas Kondzer, LLP. Ulmer & Bern LPA, Walter Haverfield, LLP, Weston Hurd, Wiles & Richards, LPA and others.

ODOT pre-qualified acquisition consultants including C.T. Consultants, Cuini & Assoc., DLZ, Inc., Finkbeiner, Pettis & Strout, Adachi, GPD, HNTB, Inc., KMJM Land Services, Krock Esser Engineering, ME Companies, M/S Consultants, Inc., O. R. Colan & Assoc., Palmer Engineering, PSI, RE Warner Co., Transystems Real Estate, URS Corp., Wade Trim.

Various municipalities including Ashtabula, Cuyahoga, Geauga, Lake, Mahoning, Medina, Portage, Stark, Summit and Trumbull Counties and the Cities of Akron, Alliance, Bay Village, Beachwood, Bedford, Bedford Heights, Broadview Heights, Brook Park, Cleveland, Cleveland Heights, Eastlake, Elyria, Euclid, Garfield Heights, Highland Hills, Hudson, Independence, Kent, Lakewood, Maple Heights, Mayfield Village, Mentor, Mentor on the Lake, Brook Park, Middlefield, Northfield, North Olmsted, North Royalton, Olmsted Twp., Orange, Painesville, Parma, Pepper Pike, Perry, Richmond Heights, Richfield, Rocky River, Sandusky, Seven Hills, Shaker Heights, Solon, South Euclid, Strongsville, Stow, Twinsburg, University Heights, Valley View, Willoughby, Willoughby Hills, Wickliffe, Willowick and Woodmere. Various Boards of Education including Bay Village, Beachwood, Brecksville- Broadview Heights, Chagrin Falls, Cardinal Local, Canfield, Cleveland, Cleveland Hts.-University Heights., Euclid, Firelands, Garfield Heights, Kent, Lakewood, Mentor, Newbury, North Olmsted, Olmsted Falls, Orange, Parma, Ravenna, Rocky River, South Euclid, Shaker Heights, Solon, and Wickliffe.

Various individuals, corporations, and governmental entities including Allegro Realty Advisors, Bellaire Puritas Development Corp., Catholic Diocese of Cleveland, Catholic Charities Facilities Corp., The Cleveland Clinic, Cleveland Metroparks, Cleveland Public Power, Chagrin Valley Land Conservancy, CSX, Cuyahoga Community College, Dominion East Ohio, EDEN, Inc., Greater Cleveland Regional Transit Authority, Heritage Development, Jacobs Real Estate Services, Lake Health Systems, Lake Metroparks, Lombardo Investments, National Benevolent Association, National Park Service, Northeast Ohio Regional Sewer District, Ohio Department of Transportation, Ohio Turnpike Commission, Park View Federal, Pride One Omni, Pioneer Savings and Loan, the Private Trust Company, Self Service Mini Storage, Ltd., Shore Bank, Strnisha Development, Western Reserve Fine Arts Assoc., and the YWCA.

### **Continuing Education:**

AI Seminars: Residential Housing in Cleveland – 1996, Lease Abstracting and Analysis – 1999, Supporting Sales Comparison Adjustments – 1999, Attacking & Defending the Appraisal in Litigation - 2000 & 2008, When Good Houses Go Bad – 2001, Partial Interests -Divided & Undivided – 2001, Residential Review Seminar – 2003, Subdivision Analysis – 2003, Appraisal Consulting – 2004, Dynamics of Office Building Valuation – 2004, Scope of Work – 2005, 2012, Uniform Standards of Appraisal Practice for Federal Land Acquisition – 2006, Quality Assurance in Residential Appraisals -2007, Feasibility Analysis – 2007, Essentials What Every Appraiser Should Know – 2008, Appraisal Challenges - Declining Markets & Sales Concessions – 2009, Appraisal of Local Retail Properties – 2009, Valuing Commercial Green Buildings – 2010, Business Practices and Ethics – 2011, Playhouse Square and the Central Business District 2011, Real Estate Appraisal Operations – 2011, Demonstration Report Seminar-2014, Appraising Convenience Stores – 2015, Analysing Operating Expenses -2017, Subdivision Valuation – 2017, Small Hotel/Motel Valuation– 2019, Fundamentals of The Uniform Appraisal Standards for Federal Land Acquisitions -2020, OCAI Annual Economic Seminars 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022.  
National USPAP Update Course - 2005, 2006, 2008, 2010, 2012, 2014, 2016, 2018, 2020 & 2022

