

L. DEANE WILSON, ASA

REAL ESTATE APPRAISER AND CONSULTANT

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L. Deane Wilson, ASA is the founder of The Blackwell Institute for the Study of Land Use Ethics, and a Partner and Chief Appraiser of The Blackwell Group, a real estate appraisal firm with offices in Southern and Northern California. He graduated from BIOLA University with a Bachelor of Science degree in Organizational Leadership, and has a Special Major Masters Degree from California State University, Sacramento in *Land Use Ethics*. Mr. Wilson has earned the Senior Real Property appraisal designation awarded by the American Society of Appraisers, and is certified through the year 2010. He is an International Instructor for the ASA and served as the Chairman of the International Real Property Committee of that organization from 1999 through 2002. Mr. Wilson has instructed formal real estate appraisal courses for the American Society of Appraisers in Eastern Europe (Ljubljana, Slovenia) sponsored by the Agency for the Privatization of the Republic of Slovenia, in conjunction with the World Bank. He has instructed courses throughout the United States and in Mexico City on every level of Real Estate Appraisal, including the USPAP for the American Society of Appraisers and the Appraisal Institute. He has also taught appraisal courses for the Colorado Association of Tax Assessors.

Mr. Wilson is a Course Developer for the American Society of Appraisers and the North Orange County Community College District. He has authored a series of articles regarding Uniform Standards of Professional Appraisal Practice (USPAP) and the Financial Institutions Reform Recovery Enforcement Act (FIRREA), as well as a variety of other appraisal topics including AVMs. He has spoken many times at the prestigious Monterey Bay Seminar, as well as the 1997 American Society of Appraisers (ASA) International Conventions. He developed the Real Property Educational program on Automated Valuation Models for the 1998 ASA International Convention in Maui, Hawaii. Mr. Wilson developed and presented a new seminar at the 2002 ASA International Convention in San Diego. He was also an invited speaker and instructor for VALUATION 2000, which was the first convention representing all the major appraisal organizations. He has provided consultation services to the Federal Home Loan Mortgage Corporation (Freddie Mac) at their headquarters in McLean, Virginia, Public Television, CNBC, and has been quoted many times in various newspapers regarding appraisal issues on behalf of the American Society of Appraisers.

The Blackwell Institute and Mr. Wilson will launch a new website and e-newsletter devoted to the issues of condemnation and eminent domain. www.eminentdomaintoday.org will be a new gateway for consumers and professionals.

EXPERIENCE

Principal, Blackwell & Associates and The Blackwell Group - 1979 to present
International Instructor, Real Estate Appraisal, American Society of Appraisers
National Instructor of Uniform Standards of Professional Appraisal Practice (USPAP), ASA

- Course developer and author of the following courses and seminars for the American Society of Appraisers:
 - RP213** – Applied Residential Valuation;
 - RP214** – Applied Small Income Residential Valuation;
 - RP215** – Applied Multi-Family Appraising 5 Units
 - RP216** – Advanced Multi-Family Appraising

RP217 – Introduction to Commercial Property Appraising

RP218 – Applied Commercial Property Appraising

RP219 – Advanced Commercial Property Appraising

ALL215 – **ASA and ASFMRA**, Multi-Discipline Appraisal Report Writing;

- **Seminars include:** *Adjustment Techniques, Demand Analysis, Entitlements, Tax Consequences, Confirmation & Verification, and Going Concern for Real Estate Appraisers, Lenders, Tax Authorities, and Condemnation Proceedings.*
- Currently writing: A book on *Going Concern for Real Estate Appraisers, Lenders, Tax Authorities, and Condemnation Proceedings.* Future works include: *The Appraiser's Trilogy: Adjustments, Demand Analysis, and Logic & Reasoning, Appraisal Ethics, and Appraising Restaurants,*

Lifetime Teaching Credential, California Community College, Real Estate Specialization

Instructor, Real Estate Appraisal, Cypress College, 1986-1993; Academic Senate, Cypress College, 1993

Authored, California Appraiser Licensing & Certification Class Requirements, (per A.B. 527), North Orange County Community College District

L.Deane Wilson has written the following articles:

- *Have You Hugged Your FIRREA Lately?* (1993) Real Property Journal, 1, 29-38.
- *Just Who Do We Think We're Kidding?* (1995) Real Property Perspectives, 48-52
- *The Discount Rate; Fiction or Non-fiction* May 1996 issue Valuation.
- *Are Appraisal Reports Logical Fallacies?* April 1996 issue The Appraisal Journal.
- *AVM's: Unsafe at any Speed.* Valuation2000- Collections Papers.

QUALIFIED TO GIVE EXPERT WITNESS TESTIMONY

Los Angeles and Orange County Superior Courts;
United States Federal Bankruptcy Court;
Arbitration Proceedings

APPRAISAL EDUCATION

More than 4,000 hours of continuing education including:

Standards of Professional Practice, SPP, Part A and Part B, USPAP (updated annually)

Capitalization Theory & Techniques, Parts A and B, Case Studies in Real Estate Valuation, 2-1

Appraisal Regulations of the Federal Banking Agencies, Uniform Commercial/Industrial Appraisal Reports, Easement Valuation, Introduction to Real Property Valuation, Real Property Valuation Methodology: Income-Producing Property-Introduction, Real Property Valuation Methodology: Income-Producing Property—Advanced, Real Property Valuation: Case Study and Report Writing, Litigation, Bulk Escrow, Computerized Cost Analysis, Expert Witness, Capitalization Update, FIRREA, Federal & State Regulations, Analyzing Financial Statements, Americans with Disabilities Act (ADA), Eminent Domain, Public Interest Value, Technology Forum (VAL 2000)

ASSOCIATION MEMBERSHIPS

Senior Member, Urban Designation, American Society of Appraisers (ASA)

California State Certified General Appraiser #AG009301

Chairman, International Real Property Committee, American Society Appraisers 1999/2002

Secretary, Sacramento Chapter, American Society of Appraisers, 1995/96

Former Chairman, Board of Examiners, Los Angeles Chapter, American Society of Appraisers

CONTINUING EDUCATION & COURSES TAUGHT

L. Deane Wilson – AG 009301

Course Title	Hours	Date Completed		OREA approval number
1997				
Report Writing	2	May 17	Instructed course-Monterey	
Adjustments, etc.	3	June 25	Instructed course-Houston	
Intro to Income Approach	30	July 10-12	Instructed course-Chicago	
Form Development	8	July 23	McLean Virginia	Freddie Mac
Form Development	8	August 25	McLean Virginia	Freddie Mac
Intro to Income Approach	30	October 9-11	Instructed course-Mexico	
AVMs	7	October 20	Attended seminar	87754C448
Dev. Report-Writing Course	200+	Feb – Nov	Now standard course requirement for:	ASA & ASFMRA
Report Writing	30	November 20-22	Instructed course-Chicago	
Total Hours 1997	318			

1998				
Report Writing	30	February 26-28	Instructed course-San Fran	
Advanced Income Approach	30	March 26-28	Instructed course-Mexico	
Report Writing	30	April 30-May 2	Instructed course-Wash, DC	
Adjustments, etc.	2	May 16	Instructed course-Monterey	
Appraisal Hot Buttons	3	May 16	I was a panelist-Monterey	
AVMs	2	June 22	Attended seminar – Hawaii	98275C153
AVMs	2	June 23	Attended seminar – Hawaii	98275C154
AVMs	2.5	June 23	I was presenter – Hawaii	98275C150
AVMs	2	June 24	Attended seminar - Hawaii	98275C152
Applied Residential	30	Sept 10-12	Instructed course-Chicago	
One Day Report Writing	7.5	October 6	Instructed course- Auburn, CA	98275C155
One Day Report Writing	7.5	October 17	Instructed - New Orleans	
Total Hours 1998	148.5			

1999				
USPAP	15	March 26 & 27	Attended course	91275005
Public Interest Value	7	April 9	Panelist-Sacramento	99754C520
Report Writing	30	May 13-15	Instructed course-Chicago	
Report Writing	2	May 22	Instructed course-Monterey	
Forum Hot Topics	3	May 22	I was panelist - Monterey	
Urban Case Studies-II	30	May 27-30	Instructed course-Mexico	
Report Writing	30	June 10-12	Instructed course-LA	
Advanced Income Approach	30	July 8-10	Instructed course-Chicago	
AVMs	3	October 12	Presenter-San Francisco	
One Day Report Writing	7	November 11	Instructed-New York	
Report Writing	30	December 9-11	Instructed-Wash, DC	
Total Hours 1999	187			

2001				
AQB Meeting	8	January 9	Appraiser qualifications mtg.	
Report Writing	30	March 21-23	Instructed course - Chicago	
USPAP Instructor Update	7	March 31	Attended - Seattle	
Report Writing	16	May 4 & 5	Instructed course – Dallas	
Report Writing	30	May 17-19	Instructed-Wash, DC	
Report Writing	30	August 9-11	Instructed course-LA	
Panel Moderator	3	August 23	South San Francisco, CA	
Total Hours 2001	124			

2002				
USPAP	16	February 1-2	Instructed course – LA, CA	ASA Sponsored
Report Writing	30	February 21-23	Instructed-Wash, DC	ASA Sponsored
Report Writing	12	March 1-2	Instructed course – St Louis	ASA Sponsored
Report Writing	8	March 22	Instructed course – Tampa Bay	ASA Sponsored
USPAP	16	May 3-4	Instructed course – LA, CA	ASA Sponsored

2002				
Report Writing	30	June 6-9	Instructed course – Chicago	ASA Sponsored
Report Writing	30	July 9-11	Instructed course-LA, CA	ASA Sponsored
Writing course, Going Concern for Real Estate Appraisers	86	Over the past 6 months		
Current Status & Future of Appraising	4	August 26	Attended seminar	02275C180 – 4
Going Concern for Real Estate Appraisers	8	August 27	Instructed course – San Diego	02275C179 – 8
The Residential Appraiser: The Future is Yours	4	August 28	Attended seminar	02275C178 – 4
Employee Relocation Appraising	4	August 28	Attended seminar	02275C177 - 4
Report Writing	8	September 24	Instructed course – Philadelphia	ASA Sponsored
Report Writing	30	September 26-28	Instructed-course - Atlanta	ASA Sponsored
Going Concern for Real Estate Appraisers	8	September 30	Instructed course – Knoxville, TN	ASA Sponsored
Total hours for 2002	294			

2003				
Report Writing, Mold & The Appraiser,	7	April 12	Instructed course & attended other sessions-Monterey, CA	03275C184 – 7
Panel Moderator	4	July 25	South San Francisco, CA	03804C114 – 4
Technical Report Writing	14	Sept 30-Aug 1	I authored and taught course – Sacramento, CA	03141C101 - 14
Going Concern for Real Estate Appraisers	320		Writing Book	
Total hours for 2003	345			

2004				
Wrote 8 hour seminar: Adjustments	97	Over past 3 months	Approved St of California	04141C102
Adjustment Seminar	8	September 16	Instructed course-Breckenridge, Colorado	Colorado Association of Tax Appraisers & Colorado Assessors Association-Sponsored
Total hours for 2004	105			

2005				
Going Concern for Real Estate Appraisers	8	February 7	Instructed course-Petaluma	02275C179
USPAP Update	7	February 8	Attended seminar	03754C730
Technical Report Writing	16	June 17, 18	I authored and taught course – Dallas, TX	ASA Chapter Sponsored
Report Writing	30	July 14-17	Instructed-course – Los Angeles	ASA Sponsored
Adjustment Seminar	8	September 14	Instructed course-Breckenridge, Colorado	Colorado Association of Tax Appraisers & Colorado Assessors Association-Sponsored
Going Concern for Real Estate Appraisers	8	September 15	Instructed course-Breckenridge, Colorado	Colorado Association of Tax Appraisers & Colorado Assessors Association-Sponsored
Going Concern for Real Estate Appraisers	8	October 14	Instructed course-Los Angeles	ASA Chapter Sponsored
Total hours 2005	85			

2006				
Report Writing	4	April 29	Instructed course-Monterey, CA	
Report Writing	30	June 8-11	Instructed-LA, CA	ASA Sponsored
Adjustments	4	August 10	Instructed course – San Francisco	
Appraisal Hot Topics	4	August 10	Moderator – San Francisco	
Report Writing	30	September 14-17	Instructed-LA, CA	ASA Sponsored
Adjustments	8	October 4	Instructed – Copper Mtn, CO	CATA Sponsored
Going Concern for Real Estate Appraisers	8	October 20	Instructed course-Cincinnati, OH	ASA Chapter Sponsored
USPAP Update	7	November 16	Attended update	Instructor ID 10141
Report Writing	30	December 7-10	Instructed-LA, CA	ASA Sponsored
Total hours for 2006	309			
Total hours past 10 years	2,297.5			

Organizational Participation			
Duties	Hours	End Date	Description
Member	13	July 21, 2001	Center for Advanced Property Economics
Chairman	61	July 21, 2001	Real Property
Member	23	July 21, 2001	Technology Development
Chairman	40	August 24, 2002	Real Property
Past Chairman	12	June 30, 2003	Real Property
Total hours participation	149		
Total hours last 10 years Teaching, CE & Participation	2,246.5		