



Statement of Qualifications

The REAL Benefits



Statement of Qualifications

Based in St. Louis, MO and servicing the Midwest, Real Estate Analysts Limited has been providing real estate appraisals, investment analysis, and market research for clients with property interests since 1977. Our success is the result of our ability to respond quickly to client needs, the breadth of our expertise, and our philosophy of serving our clients with integrity and confidentiality. We provide you with the information you need to make sound and profitable decisions.

Our staff is thoroughly experienced in all phases of real estate analysis from appraisals to feasibility studies; site selection to investment counseling. Our senior staff members are all certified real estate appraisers in Missouri, with several also credentialed in Illinois and other states. Our team includes members of the Appraisal Institute including the MAI designation, being the highest measure of competency in the commercial appraisal industry. This expertise has qualified our staff to serve as expert witnesses in courts within various jurisdictions.

Our capabilities enable us to successfully service clients ranging from the nation's Fortune 500 firms, to the smallest individual investor or owner. We provide appraisal services for:

- Real Estate Developers
- Real Estate Investors
- Financial Institutions
- Health Care Providers
- Government Agencies
- Attorneys
- Architects
- Corporations

These, along with a variety of other clients, have a need for a professional, ethical, and timely opinion of value.





NATIONAL CLIENT SAMPLE

- Bank of America
- NorthMarq Capital
- Panattoni Development Company, LLC
- PNC Bank
- Q10 Triad Capital Advisors, INC.
- Wells Fargo



LOCAL CLIENT SAMPLE

- BJC Health System
- Carrollton Bank
- Centrue Bank
- Great Southern Bank
- Lashly & Baer PC
- Midland States Bank
- The Private Bank
- Regions Bank
- Rubin Brown LLP
- Schnucks Markets, Inc.
- The Bank of Edwardsville
- Vatterott, Shaffar & Dolan, P.C.
- Brown Smith Wallace
- Central Bank of St. Louis
- Commerce Bank of St. Louis
- Gundaker Commercial Group
- Meramec Valley Bank
- Peoples National Bank
- Pulaski Bank
- Reliance Bank
- Sachs Properties
- SSM Health
- The State Bank of Waterloo
- Washington University





GOVERNMENT AGENCY CLIENTS

- City of Maryland Heights, Missouri
- City of O'Fallon, Missouri
- City of St. Charles, Missouri
- City of St. Peters, Missouri
- Metro Transit
- Missouri Department of Transportation
- Metropolitan St. Louis Sewer District
- St. Charles County Highway Department
- St. Louis County Highway & Traffic



PRIOR REAL ESTATE APPRAISAL EXPERIENCE

Automotive

- Dealerships
- Gas/Convenience Locations
- Parking Lots & Garages
- Car Washes

Educational Facilities

- Day Care Centers
- Schools

Financial Facilities

- Banks

Food Service

- Fast Food Restaurants
- Table Service Restaurants
- Commissaries
- Bakeries
- Food Processing & Packaging

Industrial Properties

- Light Manufacturing
- Heavy Manufacturing

Land

- Improved
- Unimproved
- Proposed Subdivisions

Lodging Facilities

- Hotels
- Motels
- Bed & Breakfasts

Multi-Family Housing

- Low Rise
- High Rise
- Elderly
- Government Subsidized
- Mobile Home Parks

Office Buildings

- Single & Multi-Tenant
- Medical

Retail

- Supermarkets
- Shopping Centers
- Department & Discount Stores

Service Centers

Special Purpose Properties

- Government Buildings
- Churches
- Funeral Homes
- Landscape Nurseries
- Mines & Quarries
- Terminals

Warehousing

- Cold Storage
- Office/Warehouse
- Bulk Warehouse





Michael C. Curran, MAI Principal

With almost 25 years of experience, Mike Curran, MAI is a Certified General Real Estate Appraiser in Missouri, Illinois, and Kansas. Joining Real Estate Analysts Limited in 2002, Mike specializes in real estate valuation and consulting for various purposes including estate and gift tax planning, litigation, financing, condemnation, purchase price allocation for federal tax and financial reporting, along with internal business planning.

Prior to joining Real Estate Analyst Limited, Mike worked in St. Louis, MO in a management capacity in the valuation practice of Deloitte & Touche LLP, and Arthur Andersen LLP. His prior valuation experience also includes two years working as a commercial real estate analyst with the Johnson County Assessor's Office in Johnson County, KS, as well as two years with a division of Home Savings of America in Kansas City, MO.

Certifications

- Missouri Certified General Real Estate Appraiser – License No. RA001584
- Illinois Certified General Real Estate Appraiser – License No. 553.001610
- Kansas Certified General Real Estate Appraiser – License No. G-1966

Affiliations

- Appraisal Institute – Member
- St. Louis Chapter of the Appraisal Institute – Former Board Member

Education

- Rockhurst College, Kansas City, MO – Master of Business Administration
- Pittsburg State University, Pittsburg, KS – Bachelor of Business Administration





Michael A. Green **Principal**

With over 30 years of experience, Mike Green is a Certified General Real Estate Appraiser in Missouri and Illinois. Joining Real Estate Analysts Limited in 1988, Mike is a subject matter expert in all aspects of the commercial appraisal field with expertise in valuing all types of commercial property. His primary emphasis is on large multi-family complexes, complex retail and office multi-tenant income producing real estate, and valuation for condemnation and litigation purposes.

Prior to joining REAL, Mike was based in London, England where his experience included all aspects of commercial property, with a specialized niche of managing and appraising real estate. His prior experience also includes the valuation of vacant industrial and commercial ground, various types of income producing property including retail and commercial space, warehouses, research and technology parks, and appraisals for taxation and condemnation purposes.

Certifications

- Missouri Certified General Real Estate Appraiser – License No. RA001032
- Illinois Certified General Real Estate Appraiser – License No. 553.001354

Affiliations

St. Louis Chapter of the Appraisal Institute – former Board Member

Condemnation Case Experience

Mike Green has been performing condemnation case valuations since 1999, and has worked for federally and state funded government entities with condemning authority as well as property owners.

Education

- Trent University, Nottingham, England – Diploma, Real Estate Management and Valuation





Michael C. O'Neil **Senior Staff Appraiser**

With over 10 years of experience, Michael O'Neil is a Certified General Real Estate Appraiser in Missouri. Joining Real Estate Analysts Limited in 1997, Michael's expertise includes all types of commercial and industrial real estate, subdivision developments and apartments, especially loft developments. He has also completed post graduate work at Webster University in St. Louis, Missouri.

Certifications

- Missouri Certified General Real Estate Appraiser – License No. 2000168430
- Illinois Certified General Real Estate Appraiser – License No. 553.002442

Education

- University of Kansas - Lawrence, Kansas – Bachelor of Science, Business Administration





Mary L. Ehrler **Senior Staff Appraiser**

With over 30 years of experience in real estate, and almost 25 years of experience in the appraisal industry, Mary is a Certified General Real Estate Appraiser in Missouri and Illinois, and a licensed real estate broker in Missouri.

Her professional experience includes appraisal assignments located in St. Louis City and County; St. Charles, Jefferson, Madison, and St. Clair Counties; outstate Missouri, Arkansas, Kansas, Ohio, Oklahoma and Tennessee.

Mary's expertise includes market valuation of fee simple and leased fee estates, and various types of valuations and market evaluation studies performed for suburban and urban office buildings, special purpose commercial properties, industrial, residential, mobile home parks, as well as numerous multi-family apartment complex developments enhanced by conventional and tax credit financing.

Certifications

- Missouri Certified General Real Estate Appraiser – License No. RA002692
- Illinois Certified General Real Estate Appraiser – License No. 553.001281
- Missouri Certified Real Estate Broker – Certificate/License No. 1999002919

Education

- Stephens College, Columbia, MO – Bachelor of Fine Arts





Kurt W. Drummond **Senior Staff Appraiser**

Kurt has been employed by Real Estate Analysts Limited since December, 2001. Since joining Real Estate Analysts Limited he has been involved in appraising a wide range of commercial real estate including apartment complexes, single and multi-tenant retail/warehouse properties, medical office buildings and vacant land. One of Kurt's specialties is performing market rent studies for medical office space portfolios for hospital groups throughout the region for Stark Law compliance purposes.

Certifications

- Missouri Certified General Real Estate Appraiser – License No. 2006038755

Education

- Truman State University, Kirksville, MO – Bachelor of Arts, Business Administration/Marketing with a Minor in Music Performance





Scott M. Petty **Senior Staff Appraiser**

Since joining Real Estate Analysts Limited in 2009, Scott has performed a variety of appraisal assignments for various types of commercial and industrial real estate, as well as residential properties such as single and multiple family land and dwellings, and subdivision developments. These appraisals were prepared for variety of purposes including financing, internal business planning, and estate planning.

Scott has performed appraisals in the state of Missouri throughout St. Louis City, St. Louis County, along with St. Charles, Jefferson, Lincoln, St. Francois, Crawford, Bollinger, and Cape Girardeau Counties. He has also performed appraisals for the Counties of Madison, St. Clair, and Randolph in the State of Illinois.

Certifications

- Missouri Certified General Real Estate Appraiser – License No. 2013022901
- Illinois Certified General Real Estate Appraiser – License No. 557.005873

Education

- Missouri State University, Springfield, MO – Bachelor of Science in Finance with an emphasis in Real Estate





Scott Koch

Associate Appraiser

Scott was born and raised in St. Louis and has lived in Virginia Beach, Virginia, Los Angeles and Seattle during his time in the US Navy. Scott graduated with a BSBA degree with emphasis on finance from St. Louis University in 1998. He joined Real Estate Analysts in July 2014. He is currently accruing hours towards obtaining the General Real Estate Appraiser Certification.

Scott has a background in property management, real estate development and real estate valuation. He has performed appraisal assignments in St. Charles, Jefferson, Lincoln, St. Francois, Crawford, Perry and Franklin Counties, as well as St. Louis City and County in Missouri. He has also performed appraisals in Madison and St. Clair Counties in Illinois. Scott's appraisal experience includes valuation of: retail, industrial, office, land, child care, restaurant, mixed and religious uses. These appraisals were prepared for various purposes; including financing, internal business planning, foreclosure and estate planning purposes.

Certifications

- Missouri Certified General Real Estate Appraiser Trainee – License No. 2015008955

Education

- Saint Louis University, St. Louis, MO – Bachelor of Science in Business Administration with an emphasis in Finance





Megan Woods

Associate Appraiser

Megan graduated from The University of Missouri – Columbia in May of 2014 with a Bachelor of Science in Business Administration with an emphasis in Finance and Banking as well as Real Estate. She was employed by Real Estate Analysts Limited in July of 2014. She is currently working toward becoming a Certified General appraiser.

Since joining Real Estate Analysts, Ms. Woods has performed appraisal assignments in St. Charles and Phelps Counties, as well as St. Louis City and County in Missouri. Her appraisal experience includes commercial and industrial real estate, as well as residential properties such as single and multiple land and dwellings.

Certifications

- Missouri Certified General Real Estate Appraiser Trainee – License No. 2015000075
- Illinois Certified General Real Estate Appraiser Trainee – License No. 557.006138

Education

- University of Missouri, Columbia, MO – Bachelor of Science in Business Administration with an emphasis of Finance and Banking and Real Estate

