

QUALIFICATIONS OF TOM REED

EDUCATIONAL BACKGROUND AND TRAINING

B.S.B.A. in Finance/Real Estate-University of Arkansas, 5-73

Masters in Business Administration-University of Arkansas, 5-78

Farm Manager and Rural Appraisal Course Sponsored by The American Society of Farm Managers and Rural Appraisers – 1976

The following courses and/or exams given by The American Institute of Real Estate Appraisers or the Appraisal Institute have been successfully completed:

Single-Family Residential Appraisal – 1976

Basic Principles, Methods & Techniques – 1977

Standards of Professional Practice – 1982

Capitalization Part I – 1983

Capitalization Theory & Techniques, Parts A & B – 1984

Case Studies In Real Estate Valuation – 1984

Valuation Analysis & Report Writing – 1987

Basic Valuation Procedures – 1988

Real Estate Appraisal Principles – 1988

Standards Of Professional Practice, Parts A & B – 1991

Standards Of Professional Practice, Parts A & B – 1996

Standards Of Professional Practice, Part C – 2001

The Appraiser As An Expert Witness: Preparation & Testimony – 2002

Litigation Appraising: Specialized Topics & Applications – 2002

Business Practice & Ethics – 2007

16-Hour Uniform Appraisal Standards for Federal Land Acquisitions – 2015

Numerous Seminars – 1992 To Present

PROFESSIONAL EXPERIENCE

Employed in the Real Estate Appraisal Profession since January, 1974

Reed & Associates, Inc. - Real Estate Appraisal Company located at 3739 N. Steele Blvd., Suite 322, Fayetteville, Arkansas – President since its inception in July, 1979

Real Estate Market Data, Inc. – Market Data Research Company located at 3739 N. Steele Blvd., Suite 322, Fayetteville, Arkansas – President since its inception in June, 2003

Colliers International Branch Office – Commercial Real Estate/Development, 3739 N. Steele Blvd., Suite 322, Fayetteville, Arkansas – Executive Broker

Irwin Partners – Commercial Real Estate/Development – Partner – Merged with Colliers International in October 2017

PROFESSIONAL AFFILIATIONS AND DESIGNATIONS

Arkansas Real Estate Salesperson's License - 1972

Arkansas Real Estate Broker's License - 1979

National Association of Realtors

Arkansas Realtors Association - GRI

District 3 Vice-President (1985)

Board of Directors (1987-1989)

Board of Realtors

Metro Area (Springdale President-1984)

Member of The Counselors of Real Estate (CRE) – Certificate #2450

Member of the Appraisal Institute (MAI) – Certificate #7987

Ozark Mountain Chapter of The Appraisal Institute (President - 1992)

Member of the Northwest Arkansas Appraisal Section

State Certified General Appraiser - Arkansas - CG0217

State Certified General Appraiser - Missouri - RA002568

CLIENTELE

FAA Dept. of Transportation-Southwest Region - Ft. Worth, Texas
National Park Service - Harrison, Arkansas
Internal Revenue Service
Federal Housing Administration
Housing & Urban Development
Farmers Home Administration
Federal Deposit Insurance Corporation
Resolution Trust Corporation
Corps of Engineers - Little Rock, Arkansas & Vicksburg, Mississippi Districts
Arkansas State Highway and Transportation Department/ARDOT
Arkansas Game and Fish Commission
O.R. Colan Associates
Universal Field Services
Pinnacle Consulting Management Group, Inc.
Briggs Field Services, Inc.
Cities of: Springdale, Fayetteville, Rogers, Bentonville, Siloam Springs, Mountain Home, Harrison, Gravette, Pea Ridge, Searcy, Mena, and Little Rock, Arkansas; Branson, Missouri
Mass Appraisal for Property Tax Purposes; Baxter, Boone and Carroll Counties, Arkansas
Southwestern Electric Power Company
Carroll Electric Cooperative Corporation
Entergy Arkansas, Inc.
Tyson Foods, Inc.
Georges, Inc.
Holiday Island Suburban Improvement District
Cherokee Village Suburban Improvement District
Various Water Authorities, Attorneys, Corporations, and Individuals
Financial Institutions – Arvest Bank, Legacy National Bank, First Security Bank, Regions Bank, Simmons Bank of Arkansas, Centennial Bank, First State Bank of Lonoke, Bank of the Ozarks, United Bank, Today’s Bank, First Western Bank, Bear State Bank, Bank of Arkansas, Benefit Bank, Bank of Oklahoma, IberiaBank, Bancorp South, First National Bank of Fort Smith, Chambers Bank, Signature Bank, Cornerstone Bank, Community First Bank, US Bank, and others.

COURT TESTIMONY

Circuit Court - Harrison, Fayetteville, Bentonville, Berryville, Eureka Springs, Mt. Home, Fort Smith, Clinton, Mena, Little Rock, Jonesboro, and Searcy, Arkansas; Forsyth, Missouri; Mount Vernon, Missouri
Federal Court - Harrison, Fayetteville, & Fort Smith, Arkansas
Chancery Court - Harrison & Fayetteville, Arkansas

APPRAISAL COURSES AND SEMINARS RECENTLY COMPLETED

Courses & Seminars - 2010

Appraisal Curriculum Overview – Green Country of Oklahoma Chapter, Appraisal Institute; Tulsa, Oklahoma
Hotel Appraising: New Techniques for Today’s Uncertain Times – Ozark Mountain Chapter of the Appraisal Institute; Branson, Missouri
Annual Convention – Counselors of Real Estate

Courses & Seminars - 2012

7-Hour National USPAP Update Course-Ozark Mountain Chapter of the Appraisal Institute; Rogers, Arkansas
Business Practices and Ethics – Chicago Chapter of the Appraisal Institute
Annual Convention – Counselors of Real Estate

Courses & Seminars - 2013

Annual Convention – Counselors of Real Estate; San Francisco, California

Courses & Seminars - 2014

7-Hour National USPAP Update Course – Arkansas Chapter of the Appraisal Institute; Fayetteville, Arkansas
Ten Deadly Mistakes Appraisers Make – Northwest Arkansas Appraisal Section; Bentonville, Arkansas
Annual Convention – Counselors of Real Estate

Courses & Seminars - 2015

16-Hour Uniform Appraisal Standards for Federal Land Acquisitions – Arkansas Chapter of the Appraisal Institute; Little Rock, Arkansas

Appraisals and Appraisal Reviews, Improving Quality and Content – O.R. Colan Associates; Little Rock, Arkansas
Annual Convention – Counselors of Real Estate

Courses & Seminars - 2016

7-Hour National USPAP Update Course – Ozark Mountain Chapter of the Appraisal Institute; Joplin, Missouri

2016 Day With Appraisers Seminar – Arkansas Appraiser Licensing and Certification Board; Little Rock, Arkansas

Courses & Seminars - 2017

2017 Day With Appraisers Seminar – Arkansas Appraiser Licensing and Certification Board; Little Rock, Arkansas
Annual Convention – Counselors of Real Estate

Courses & Seminars - 2018

7-Hour National USPAP Update Course – Green Country and Ozark Mountain Chapter of the Appraisal Institute; Joplin, Missouri

2018 Day With Appraisers Seminar – Arkansas Appraiser Licensing and Certification Board, Little Rock, Arkansas
Compliance, Completeness, and Competency – Arkansas Chapter of the Appraisal Institute; Little Rock, Arkansas

Courses & Seminars - 2019

7-Hour National USPAP Update Course – Appraisal Institute; Fayetteville, Arkansas

Rural Valuation Basics – Appraisal Institute; Little Rock, AR

2019 Day With Appraisers Seminar – Arkansas Appraiser Licensing and Certification Board, Little Rock, Arkansas

Courses & Seminars - 2020

The Cost Approach: Unnecessary or Vital to a Healthy Practice – 2020 - Appraisal Institute – Arkansas Chapter

Examining Property Rights & Implications in Valuation – 2020- Appraisal Institute – Arkansas Chapter

Courses & Seminars - 2021

7-Hour National USPAP Update Course – Arkansas Chapter of the Appraisal Institute; Little Rock, Arkansas

Courses & Seminars - 2022

403 – Easement Valuation – International Right of Way Association

Business Practices and Ethics – Tennessee Chapter of the Appraisal Institute

REFERENCES

Jerry Vest, Retired President & CEO, Regions Bank; Rogers, Arkansas	479-531-7879
Don Gibson, CEO Emeritus, Legacy National Bank; Springdale, Arkansas	479-717-1900
Patsy Christie, Director of Planning and Community Development; Springdale, Arkansas	479-750-8550
Chris Brown, City Engineer, City of Fayetteville; Fayetteville, Arkansas	479-575-8207
Charles Harwell, Attorney, Cypert, Crouch, Clark & Harwell; Springdale, Arkansas	479-756-5222