

**PROFESSIONAL QUALIFICATIONS**  
**PAUL J. GLEASON, MAI**

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**PROFESSIONAL MEMBERSHIPS AND ASSOCIATIONS**

**MAI Member** – The Appraisal Institute

**APPRAISER LICENSE**

**Certified General Real Property Appraiser** – State of Minnesota –  
License #4003073

**EDUCATION**

**University of Wisconsin at La Crosse, Wisconsin** – 1985  
Bachelor of Science Degree in Business Administration

**PROFESSIONAL EXPERIENCE**

Principal – BRKW Appraisals, Inc., St. Paul, MN, 2007-present

Staff Appraiser – BRKW Appraisals, Inc., St. Paul, MN, 1993-2006

Appraiser – Certified Appraisers, Excelsior, MN, 1993

Appraiser – Stiles Appraisals, Inc., Plymouth, MN, 1992-1993

Expert Witness Testimony – For real estate litigation in numerous condemnation commissioners' hearings, arbitration hearings and in District Court

Presenter/Speaker at Minnesota Department of Transportation's 2016 Right of Way Professionals Workshop, Brainerd, MN

Presenter/Speaker at Minnesota Department of Transportation's 2014 Right of Way Professionals Workshop, Brainerd, MN

Presenter/Speaker at Minnesota Department of Transportation's 2012 Right of Way Professionals Workshop, Brainerd, MN

Presenter/Speaker at Minnesota Department of Transportation's 2010 Right of Way Professionals Workshop, Breezy Point, MN

Appraisal assignments have been completed for the following purposes:

Condemnation – Partial and total acquisitions, in fee title and in easement form

Property Damage Claims Litigation

Special Benefits Valuation

Mortgage Financing

General Valuation Needs – Purchase negotiations, listing prices, internal family or partnership transactions, estate planning/taxes, marriage dissolution, etc.

**PROPERTY TYPES APPRAISED**

Land – Commercial, industrial, residential acreage, agricultural, finished lots  
Commercial Buildings – Office, industrial, retail, medical office, auto dealerships  
Apartment Buildings/Complexes  
1-4 Family Residential – Single-family home, townhome, condo, duplex, fourplex

**PROFESSIONAL REAL ESTATE STUDIES**

Appraisal Institute courses, including all required for MAI designation:

- Course 110: Appraisal Principles (examination passed)
- Course 120: Appraisal Procedures (examination passed)
- Course 210: Residential Case Study
- Course 310: Basic Income Capitalization
- Course 410: National Uniform Standards of Professional Appraisal Practice
- Course 420: Business Practices and Ethics
- Course 510: Advanced Income Capitalization
- Course 520: Highest and Best Use and Market Analysis
- Course 530: Advanced Sales Comparison and Cost Approaches
- Course 540: Report Writing and Valuation Analysis
- Course 550: Advanced Applications

Numerous additional classes and seminars for appraisal pre-license and continuing education requirements, on an ongoing basis, from Appraisal Institute and other sources

**CLIENTS INCLUDE**

Minnesota Cities of Afton, Austin, Apple Valley, Blaine, Cambridge, Cottage Grove, Eagan, Lino Lakes, Maplewood, Northfield, Oak Park Heights, Owatonna, Prior Lake, Rochester, Savage, Wabasha and Woodbury, among others

Anchor Bank	Associated Bank
BMO Harris Bank N.A.	Bremer Bank
Bridgewater Bank	Dougherty, Molenda, Solfest, Hills & Bauer, P.A.
Eckberg, Lammers, Briggs, Wolff & Vierling, PLLP	Greene Espel PLLP
Minnesota Bank & Trust	Minnesota Dept. of Transportation
US Bank	Western Bank

And various other individuals, attorneys, communities and counties

Revised: July 1, 2018