

## QUALIFICATION- ALAN L. JOHNS, MAI, CPM®

### ADDRESS:

#### APPRAISAL ADVISORY GROUP

1414 West High Street  
Mt. Pleasant, MI 48858  
(989) 775-5050  
ajohns@appraisaladvisorygroup.com

### EDUCATION:

Central Michigan University  
Bachelor of Science Degree in Business Administration  
MAJOR: *Management* MINOR: *Economics*

### COURSE WORK:

#### INSTITUTE OF REAL ESTATE MANAGEMENT

1985 "Practical Apartment Management"  
1986 "Managing Real Estate as an Investment"  
1992 "Problem Solving and Decision"

#### APPRAISAL INSTITUTE

1988	Real Estate Appraisal Principles	2005	National USPAP Update
1988	Market Analysis	2006	I330- Apartment Appraisal
1988	Feasibility Studies	2006	Appraisal Scope of Work: Burden or Blessing?
1989	Market Analysis	2006	Appraisal Review – General
1990	Basic Valuation Procedure	2007	Forecasting Revenue
1991	Standards of Professional Practice Parts A & B	2007	Uniform Appraisal Standards for Federal Land Acquisitions
1991	Capitalization Theory & Techniques Parts A & B	2008	National USPAP Update
1993	II540 Report Writing and Valuation Analysis	2009	Appraisal Curriculum Overview Part I & II
1993	II540 Advanced Applications	2009	Business Practices and Ethics
1996	Standard of Professional Practice Parts A & B	2009	Preparing Appraisals for Michigan Tax Tribunal Appeals
1997	Rehabilitation and Valuation of Historic Properties	2009	Appraising Distressed Commercial Real Estate
1998	Appraising from Blueprints and Specifications	2010	National USPAP Update
1998	Valuation of Detrimental Conditions in Real Estate	2010	The Appraiser as an Expert Witness
1999	Loss Prevention for Real Estate Appraisers	2011	National USPAP Update
1999	Appraisal Report Writing Seminar	2012	Fundamentals of Separating Real Property, Personal Property, and Intangible Business Assets
2001	Comprehensive Appraisal Workshop		
2003	510- Advanced Income Capitalization		
2003	National USPAP Update		

### **MARKET ANALYSIS ACTIVITY (11/83 TO PRESENT)**

Numerous types of market analysis endeavors, which include the following studies:

- Feasibility
- Marketability
- Market
- Absorption
- Highest and Best Use
- Economic Base
- Land-Use Strategy

Various types of properties analyzed include:

- Multi-Family Residential (Conventional & Government Subsidized)
- Congregate Care and Continuing Care Retirement Communities
- Student Rental and Condominium Communities
- Residential Condominiums
- Hotels and Motels
- Neighborhood Retail Shopping Centers
- Industrial Parks
- Office Rentals and Condominiums
- Family and Fast Food Restaurants
- Mixed-Use Building
- Marinas

### **APPRAISAL ACTIVITY (10/87 TO PRESENT)**

All types of real estate interest appraised on a variety of conventional and special purpose properties. Commercial field research, covering various types of properties including:

- Multi-Family Residential
- Congregate Care Facilities
- Continuing Care Retirement Communities
- Student Rental and Condominium Communities
- Residential Condominiums
- Office Rentals and Condominiums
- Hotels, Motels and Resorts
- Family and Fast-Food Restaurants
- Marinas
- Industrial Parks
- Mixed-Use Buildings
- Subdivisions
- Retail Shopping Centers (Neighborhood & Communities)
- Warehouses
- Manufacturing Plants
- Manufactured Home Parks
- Gas Station/ Convenience Stores
- Golf Courses
- Automobile Dealerships
- Shopping Centers
- Retail Buildings
- Vacant Land
- Conservations Easements
- Day Care Facilities
- Railroad Corridors

**LICENSES:**

- Real Estate Associate Broker License #6505337974
- Certified General Real Estate Appraiser #1201002166

**ASSOCIATION:**

- Member of the Appraisal Institute (MAI) #12210, Appraisal Institute
- CERTIFIED PROPERTY MANAGER® (CPM®) #14899, Institute of Real Estate Management
- Institute Affiliate, Gratiot-Isabella Board of Realtors
- 1997, 1998 & 2002, President, West Michigan Chapter #62, Institute of Real Estate Management
- 1994-1996, Chairman, Income & Expense Analysis Committee, West Michigan Chapter #62, IREM
- 1999-2006, Volunteer Firefighter, Deerfield Township Fire Department
- 1997-2000, Treasurer, Ganiard Elementary PTO
- 2001-Present, Medical First Responder, Fremont Township Rescue
- 2006-Present, Treasurer, Isabella County Fire Chiefs Association
- 2007-Present, Member, Central Michigan University Real Estate Development Program Advisory Board
- 2008-Present, Member, McLaren-Central Michigan Hospital Foundation
- 2008-Present, Adjunct Professor, Central Michigan University, Real Estate Valuation & Appraisal (FIN337)
- 2008-Present, Trustee, Deerfield Township, Isabella County, Michigan
- 2012-Present, Director, Great Lakes Chapter of Appraisal Institute

