



Jeffrey M. Johnson, MAI  
Designated Member of the Appraisal Institute  
Johnson Commercial Real Estate & Advisory Services

**Resume of**  
**Jeffrey Michael Johnson, MAI**  
**Designated Member of the Appraisal Institute**  
**State Certified General Real Estate Appraiser**  
**Johnson Commercial Real Estate & Advisory Services, President**  
1744 Gilsinn in Interstate Industrial Park  
Fenton, (Metro St. Louis County) MO 63026  
(636) 305-0600 Main Office Number and (314) 422-3695 Cellular & Voice Mail & Text  
jcomstl@sbcglobal.net

**Experience, Certifications & License(s)**

**State Certified General Real Estate Appraiser - State of Missouri (Renewed through 6/30/2026)**

**State Certified General Real Estate Appraiser - State of Illinois (Current through 9/30/2025)**

**State Certified General Real Estate Appraiser - State of Arkansas (Current through 6/30/2020)**

**State Certified General Real Estate Appraiser - State of Texas (Current through 10/30/2025)**

**State Certified General Real Estate Appraiser - State of Tennessee (Current through 8/02/2021)**

Appraised all types of complicated commercial properties including subdivisions, condos, office, retail and industrial properties, shopping center and net lease properties, hotels, c-stores, farms and agricultural, recreational and flood plain, and numerous specialty properties across the Midwest and the South in Missouri, Illinois, Tennessee and Texas, including the following Metro Areas: St. Louis, Kansas City, Cape Girardeau, Columbia-Jeff City, Rolla, Joplin-Springfield-Branson, Houston, TX, Nashville, TN, and Memphis, TN. Special Emphasis on the States of Missouri and Illinois and Metropolitan St. Louis, Kansas City, Houston and Memphis, TN. About 31+ years of total commercial appraisal experience.

**Licensed Real Estate Broker -- State of Missouri (Renewed through 6/30/2026)**

**Licensed Real Estate Broker -- State of Texas (Expired)**

34 years of experience Leasing, Selling and Managing over \$500 Million worth of primarily commercial and some residential real estate properties in Metro St. Louis and Metro Houston, Texas, including numerous investment properties. Developed and managed several office and industrial buildings. Managed two commercial real estate brokerage companies. Ad valorem property tax appeal specialist in both St. Louis and Houston.

**Member of the National Registry of the Certified General Real Estate Appraisers**

Maintained by the Appraisal Subcommittee of the Federal Financial Institutions Examination Council

Listed in the US Government Federal Registry of Certified General Real Estate Appraisers

Listed in SBA Going Concern Appraisal Registry as one of only a limited number of local appraisers in Metro St. Louis qualified to appraise Going Concern Value for SBA Loans

**Organizations & Trade Associations**

MAI Designated Member of the Appraisal Institute (St. Louis, MO-IL & Memphis, TN Chapters)

Member of the Board of Directors of the Appraisal Institute (St. Louis Chapter, 2019-2024)

St. Louis Association of Realtors – Commercial Members Division & CIE MLS Exchange

National Association of Realtors and Missouri Association of Realtors

STLCDS, Catylist, Loopnet and Costar Information, COMPSTAK, Sales Comps and Listings Exchanges

**Real Estate Brokerage, Management, Development & Appraisal Work History**

President, Johnson Commercial Real Estate & Advisory Services

St. Louis, Missouri, Washington, MO, Memphis, TN & Houston, Texas 6/1997 to Present

Chief Commercial Appraiser, L. H. Wisniewski & Associates

St. Louis, Missouri 4/2008 to 4/2015

Vice President of Sales, Leasing at Johnson Group Commercial Real Estate

St. Louis, Missouri 11/1983 to 6/1997

Commercial Appraiser, MBVC Valuation & Consulting

St. Louis, Missouri 2/1994 to 4/2008

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Commercial Appraiser & Tax Consultant, PC O'Connor & Associates  
Houston, Texas 10/1998 to 3/1999 and 12/2016 to Present

Commercial Appraiser, Richard A. Buckles & Associates  
St. Louis, Missouri 9/1993 to 2/1994

**Partial Real Estate & Appraisal Education & Courses**

|  |                   |
|--|-------------------|
| Appraisal Institute -- National USPAP 15 Hour Course (St. Louis)               | 11/2007           |
| Appraisal Institute -- Basic Appraisal Procedures (St. Louis)                  | 10/2007           |
| Appraisal Institute -- Basic Appraisal Principles (St. Louis)                  | 09/2007           |
| Appraisal Institute -- Statistics & Financial Analysis (St. Louis)             | 05/2008           |
| Appraisal Institute --General Appraiser Sale Comparison Approach               | 06/2008           |
| Appraisal Institute --General Appraiser Site Valuation & Cost Approach         | 09/2008           |
| Appraisal Institute --General Appraiser Income Approach I (Denver)             | 02/2009           |
| Appraisal Institute --General Appraiser Income Approach II (St. Louis)         | 02/2009           |
| Appraisal Institute --General Appraiser Market Analysis H&BU (Chicago)         | 04/2009           |
| Appraisal Institute --General Appraiser Report Writing/Case Study (Tampa)      | 04/2009           |
| Appraisal Institute --Residential Sale Comp/Income Approach (St. Louis)        | 05/2009           |
| Appraisal Institute -- National USPAP 7 Hour Update Course (Jackson, MS)       | 10/2009           |
| Appraisal Institute -- Business Ethics & Standards (On Line)                   | 12/2009           |
| Appraisal Institute -- Advanced Income Capitalization (Houston, TX)            | 01/2010           |
| Appraisal Institute -- Advanced Applications (Houston, TX)                     | 05/2010           |
| Appraisal Institute -- Advanced Cost & Sale Comp Approach (Greensboro)         | 06/2010           |
| Appraisal Institute -- 2012 USPAP Update (Memphis, TN)                         | 02/2012           |
| Appraisal Institute -- Separating Bus/Persnl Property, Going Concern Appraisal | 04/2012           |
| Appraisal Institute -- Coml Appraising in Distressed Markets                   | 06/2012           |
| Jefferson County Assessor -- 2014 USPAP Update                                 | 03/2014           |
| Jefferson County Assessor -- 2014 Cost Approach, Sales Comp Update             | 03/2014           |
| Appraisal Institute, St. Louis Chapter 2016 USPAP Update                       | 03/2016           |
| Supporting Sales Adjustments -- OREP Education                                 | 05/2016           |
| Appraising Limited Service Hotels -- McKissock Education                       | 06/2016           |
| Appraising Self-Storage Properties -- McKissock Education                      | 06/2016           |
| Condemnation , Eminent Domain Appraising & Litigation (Appraisal Institute)    | 04/2017           |
| Appraisal Institute -- Solving Land Valuation Puzzles (St. Louis Chapter)      | 04/2018           |
| St. Charles Community College -- National 15 Hour USPAP                        | 07/2004           |
| Baylor University, Waco TX -- National 15 Hour USPAP                           | 01/1999           |
| The Real Estate School, Sugarland TX -- Appraisal Principles                   | 08/1997           |
| The Real Estate School, Sugarland TX -- Appraisal Practice                     | 09/1997           |
| The Real Estate School, Sugarland TX -- Texas Prelicense                       | 05/1997           |
| Real Estate Board of Metro St. Louis (Prelicense)                              | 06/1983           |
| Real Estate Board of Metro St. Louis (Broker)                                  | 06/1984           |
| Real Estate Board of Metro St. Louis (Continuing Ed)                           | 1984-through 2016 |
| St. Louis University, St. Louis, MO Real Estate Continuing Ed                  | 1993-1994         |
| Career Education Systems, St. Louis MO Real Estate Continuing Ed               | 1990-1999         |

**General Education**

Bachelor of Arts, Westminster College, Fulton, Missouri 1983  
Major: English Literature & Writing Minor Areas: Business/Economics, History  
Additional Coursework at:  
Western Connecticut State University/Danbury CT

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St. Louis University/St. Louis, Missouri

Baylor University/Waco TX

Graduate of:

Parkway West High School, Chesterfield (St. Louis County), MO 63017 1979

Eagle Scout, Boy Scouts of America Troop 786 Manchester, MO 1977

Member Phi Gamma Delta Social Fraternity (PhiMu Chapter) 1980