

## INFORMATION ABOUT THE APPRAISERS

Jeffrey M. Johnson, MAI is a State Certified General Real Estate Appraiser in Five (5) States and holds the MAII Designation from the Appraisal Institute of Chicago which is widely recognized as the highest and most difficult to obtain real estate appraisal designation and level of real estate appraisal license. Mr. Johnson has personally appraised (and reviewed appraisals) on thousands of variable type real estate properties (primarily commercial properties, specialty-use properties, luxury homes and estates and farms and recreational farms) over the past four decades. He was elected and re-elected to the Board of Directors of the St. Louis Chapter of the Appraisal Institute by his peers and other industry leading commercial appraisers from Missouri and Illinois. Mr. Johnson's commercial real estate experience began in 1983 when he first became a licensed Missouri Real Estate Salesperson, and shortly after, in 1984, he became a licensed Missouri Real Estate Broker. In addition to his commercial appraisal career he has appraised sold, leased, developed and managed over \$1 Billion worth of primarily commercial real estate properties (office buildings, industrial buildings, retail and shopping center properties land and triple-net and specialty-use buildings throughout the region. He has extensive additional experience in buying/selling and managing investment properties creating value and turning around underperforming commercial real estate for his real estate brokerage customers. Mr. Johnson has been a commercial broker transacting deals in both Missouri and Texas. He has been admitted as an expert witness in St. Louis (City), St. Louis County, Jefferson, St. Charles and Franklin Counties. He has acted as an ad valorem tax assessment appeal consultant in both Missouri and Texas, saving clients millions of dollars in excessive real estate taxes. He also has extensive experience in commercial construction management, budgeting and consulting. He has appraised commercial properties in Metro St. Louis and Kansas City, all of Outstate Missouri and in Columbia, Fulton, Hannibal, Lake of the Ozarks Cape Girardeau, Sikeston, Poplar Bluff, Perryville, Rolla, Waynesville, Springfield, Branson, and Joplin, and other cities across the Ozarks, and Central and Eastern Missouri and across Illinois, including Quincy, Rockford, Peoria, Effingham, Belleville, Alton, and Mt. Vernon. Since the early 1980's he has also appraised commercial properties in Las Vegas, Phoenix, Houston, Galveston, Nashville, Memphis, Arkansas, Atlanta, Raleigh-Durham, Evansville, Indiana, and Indianapolis. Mr. Johnson's clients include banks, insurance companies, government agencies, including the FDIC, real estate investors and developers, lawyers, accountants and numerous individuals and private and publicly traded businesses. Mr. Johnson has trained numerous real estate sales persons and has managed two real estate brokerage and management firms, in Missouri and Texas. Mr. Johnson has worked in real estate, broadcasting, specialty chemical manufacturing and the insurance industry.

Jennifer D. M. Johnson, is a Commercial Real Estate Appraiser, and she has been a Commercial Real Estate Broker for over 20 years, with a Missouri Real Estate Broker's License. Ms. Johnson has completed all of the Appraisal Institute Classes to complete her appraisal licensing. Ms. Johnson has assisted in the appraising of many types of real estate properties (primarily commercial properties, specialty-use properties, luxury homes and estates and farms and recreational farms). Ms. Johnson's commercial real estate experience began in CY 2000 when she first became a licensed Missouri Real Estate Broker. In addition to her commercial appraisal career she has sold, leased, developed and managed millions of dollars of primarily commercial real estate properties (office buildings, industrial buildings, retail and shopping center properties land and triple-net and specialty-use buildings throughout the region. She also has extensive additional experience in buying/selling and managing investment properties creating value and turning around underperforming commercial real estate for her real estate brokerage customers. Ms. Johnson is an experienced custom home builder and general contractor, and also He has acts as an ad valorem tax assessment appeal consultant. Ms. Johnson has worked in real estate, banking, specialty chemical manufacturing and the insurance industry.

A partial listing of property types appraised by these two commercial appraisers include: office buildings, medical office buildings, hotels/motels, public assembly and banquet halls, restaurants and taverns, theatres, retail shops and shopping centers, shopping malls, parking garages and parking lots, radio/tv towers and cell-phone towers, easements and takings, land, farms, recreational farms, large lot luxury residences, subdivisions and subdivision developments, houses and lots, apartments, condos, coops, high-rise office and apartments and condos, industrial and office/warehouse buildings, industrial parks and land, labs and high-tech flex buildings. Abattoirs and slaughter houses, meat packing facilities food production facilities, equipment yards and construction yards, quarries, lakefront land with riparian rights, amusement parks and water parks, funeral homes and mortuaries, coffee and donut shops, bakeries. drug stores and pharmacies, department stores and discount stores (K-Mart, Walmart, Target. Etc.), fast food restaurants, grocery stores, hospitals and medical buildings, cemeteries, billboards, partial and fractional interests.