

Resume of
Jeffrey Michael Johnson, MAI
State Certified General Real Estate Appraiser
Designated Member of the Appraisal Institute
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
jcomstl@sbcglobal.net

Experience, Certifications & License(s)

State Certified General Real Estate Appraiser - State of Missouri (Renewed through 6/30/2022)

State Certified General Real Estate Appraiser - State of Illinois (Current through 9/30/2021)

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 10/30/2021)

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 6/30/2022)

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

34 years of experience Leasing, Selling and Managing over \$500 Million Dollars 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 & Memphis Chapters)

Member of the Board of Directors of the Appraisal Institute (St. Louis Chapter)

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

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

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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	
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