

**APPRAISAL QUALIFICATIONS OF
GREGORY L. KIENZLER**

PROFESSIONALLY QUALIFIED REAL ESTATE APPRAISER, currently certified Residential Member of the Appraisal Institute; Illinois State Certified General Real Estate Appraiser, License No. 553.000234; and member of the Capital Area Association of Realtors.

EXPERIENCE

Presently Owner of Kienzler Appraisal Service, Springfield, Illinois
1989-1996 Staff Appraiser- Kienzler, Briggs & Company, Springfield, Illinois
1973-1989 Loan Officer - Appraiser, Citizens Saving & Loan Assn., Springfield
 -Staff Appraiser (1973), -Loan Officer/Appraiser (1973)
 -Loan Department Manager/Appraiser (1976)
Kienzler, Briggs & Co. - Independent Appraiser
Part time, 1973 to 1989, appraising mainly residential properties
Full time, 1989 to 1996, appraising a wide variety of real estate (commercial and residential).
Clients: Commercial—Illinois National Bank, Bank & Trust Company, State of Illinois (IDOT & SIU School of Medicine), Springfield Airport Authority & various private individuals.
Residential: Cendant Mobility, Prudential Relocation, Appraisal Management, and various banks and attorneys.

EDUCATION

Bachelor of Science, Business, St. Joseph's College, Collegeville, Indiana, 1973.

Continuing Education and Courses successfully completed for the American Institute of Real Estate Appraisers (now known as the Appraisal Institute)

- Introduction to Real Estate (1973)
- Capitalization Theory and Techniques (1977)
- Standards of Professional Practice (2001) (2003) (2005) (2008) (2010) (2012) (2014)
- Capitalization Theory and Techniques Part A (1989)
- Capitalization Theory and Techniques Part B (1990)
- Case Studies in Real Estate Valuation (1991)
- Report Writing and Valuation Analysis (1992)

Courses for Recertification for the Appraisal Institute

- Valuing Commercial Properties (1989)
- How to Review Appraisals for Mortgage Underwriting Purpose (1989)
- Market Rate Extraction (1989)
- Feasibility Analysis- Residential (1994)
- Analyzing Operating Expenses (1997)
- Scope of Work: Expanding Your Range of Services (2003)
- Condemnation Appraising: Principles & Applications (2004) (2009)
- Uniform Appraisal Standards for Federal Land Acquisitions (2007)
- Worldwide ERC Relocation Appraising (2011)
- Business Practices & Ethics (2011)
- Appraisal Curriculum Overview (2011)

PROFESSIONAL DESIGNATIONS & ASSOCIATIONS

Residential Member RM (1981) converted to SRA (1998) of the Appraisal Institute
State Certified General Real Estate Appraiser - Illinois License No. 553.000234
Past President (1996) & Vice President (1995) of the Central Illinois Chapter of the Appraisal Institute
Member of the Capital Area Association of Realtors

Primary Market Area

I am a lifelong resident of Sangamon County and have generally limited my practice to this market area. Springfield is the largest city (within the county) and generates most of the real estate activity.

Secondary Market Area

Menard County is sparsely populated with a large agricultural base. I service two cities within this county, Petersburg (county seat) and Athens.

Competency

Gregory L. Kienzler, SRA has appraisal experience of 40+ years. I have successfully completed many of the appraisal courses offered by the Appraisal Institute, and continue to satisfy the continuing education requirements of the Institute and the State of Illinois. I received my Appraisal Institute designation (RM) in 1981 and converted it to SRA in 1998. Under the State of Illinois real estate appraiser's licensing program (9/30/2015 to 9/30/2017), I am Certified General State Real Estate Appraiser #553.000234.