

**DALE R. WINSLETTE, MAI**  
**President, APPRAISAL & ECONOMICS ASSOCIATES**

**Dale R. Winslette, MAI**, former Director of Equitable Real Estate Investment Management's Florida and Caribbean Appraisal Division, has extensive experience in production (acquisition and mortgage underwriting), sales, mortgage and equity servicing, workouts and institutional strategies for troubled properties.



Moreover, Mr. Winslette has over 30+ years experience in real estate appraisal and a diversity of experience in other related real estate disciplines. Dale has extensive experience in all the major markets in Florida, and has worked in the Caribbean and the SE U.S.

Dale graduated from Florida State University with a B.S. in Real Estate and Risk Management. His career began in Ft. Lauderdale with training and appraisals for right-of-way acquisition in eminent domain proceedings. He then moved to Boca Raton with Equitable Real Estate, as noted above. In 1991, he founded his own appraisal and consulting co., A & EA, in Jacksonville, FL where he operated for 15 years. Ultimately, he relocated to Destin/ Ft. Walton Beach, his hometown, where his family currently resides.

**Contact Us:**



**Dale R. Winslette, MAI**

**Appraisal & Economics Associates**

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***Vision- Aspiring to provide real estate services and solutions to meet the needs of prospective clients throughout the Florida Panhandle and Gulf Coast Markets.***



We are currently licensed in Florida and Alabama with a work history that spans from Louisiana to the Atlantic Coast of Florida and north into Georgia.



**Commercial Appraisal, Consulting & Econometric Services**



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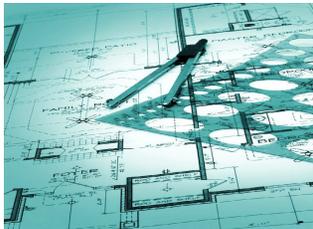
**[www.a-ea.biz](http://www.a-ea.biz)**

## OVERVIEW

*Appraisal & Economics Associates*, founded in 1991, is a full service Real Estate Appraisal and Consulting Company with 20+ years of operation in the Northwest Florida, Jacksonville Metro area and the Southeast United States.



In the ever- changing paradigm of today's real estate market, professionalism, experience, integrity and the wisdom to apply sound principles and judgements to a specific problem are key ingredients to success.



While the core of our practice is for banks and financial institutions, we have worked with:

- ◆ Private Companies
- ◆ Real Estate Developers & Investors
- ◆ Public Service Entities
- ◆ Major Corporations
- ◆ Portfolio Managers, to name a few

## SERVICES & EXPERIENCE

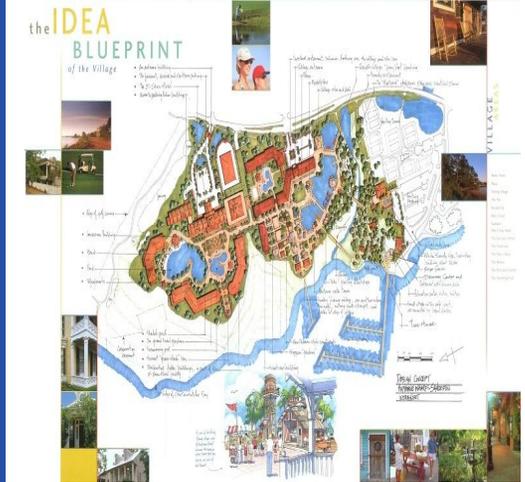
Our services include but are not limited to valuations for: *acquisition, disposition, financing, evaluation, foreclosure and workout, estate, tax appeal and eminent domain*. Furthermore, our reports have been utilized for a variety of purposes and clients for equity, asset management, production, servicing and underwriting considerations. A partial list of our project portfolio and array of services includes:

- Downtown & Suburban Office
- Regional Malls & Strip Centers
- Community/ Neighborhood Centers
- Offices & Industrial Parks
- Medical Office, Surgery Centers
- Commercial and Mixed Use PUD's
- Special Purpose Properties
- Waterfront Marinas and Dry Storage
- Hotels and Motels
- Single and Multi-Tenant Warehouse and Distribution Facilities
- Mid to Hi Rise Condominiums
- Apartments and Residential PUD's
- Acquisition and Sales Underwriting
- Equity and Mortgage Underwriting
- Workouts and Troubled Properties
- Turnkey Turnaround Strategies for Troubled Properties
- Litigation, Tax Appeal and Eminent Domain Appraisals and Consulting
- Pension Fund Portfolio Review/ Valuation

We also conduct Consulting Services concurrent with or separate from our valuation assignments. Specialized Studies include:

- ◆ Highest and Best Use
- ◆ Investment & Feasibility Analysis
- ◆ Market and Economic Studies
- ◆ Planning and Zoning
- ◆ Estate, Tax and Insurance
- ◆ Litigation and Mediation

## QUALITY & PROFESSIONALISM



Since 1991, A & EA has combined the knowledge and expertise of a larger national appraisal services company with the attention to detail and personalized service you would expect from a smaller boutique firm.

Accordingly, we believe A & EA is well positioned to meet the needs of you, the client, as well as, the challenges that lie ahead.

Please give us a call and let's work together to identify solutions to meet the demands of your business.

