

**QUALIFICATIONS OF
DALE R. WINSLETTE, MAI**

APPRAISAL & ECONOMICS ASSOCIATES

396 Gardner Drive NE
Ft. Walton Beach, FL 32548
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EDUCATION

- 1978-1981 Florida State University; Bachelor of Science, Real Estate & Risk Management
- 1978 Tallahassee Community College
- 1977-1978 Okaloosa-Walton Jr. College
- 1974-1977 Ft. Walton Beach School; H.S. Diploma

ACADEMIC HONORS:

- 1977 High School Honor Class, Top Ten Percent of Class; Grade Point Average 3.85.
- Selected to America's College of Who's Who, via President of Real Estate Society, 1981.

OFFICES HELD:

- Okaloosa County Value Adjustment Board, 2006 – Special Master
- First Vice-President, NE Florida Chapter of the Appraisal Institute, 2004-2005.
- Board of Directors, NE Florida Chapter of the Appraisal Institute, 2001 - 2005.
- Education Committee, NE Florida Chapter of the Appraisal Institute, 2001 - 2005.
- Admissions/Experience Review Committee, NE Florida Chapter of the Appraisal Institute, 1992 - 2002.
- Duval County Value Adjustment Board, 1993 and 1995 - Special Master.
- Candidates Guidance Committee, American Institution of Real Estate Appraisers, South Florida and Caribbean Chapter No. 24, 1988-1989-Vice Chairman.
- Financial Institution Committee, Boca Raton Board of REALTORS, Inc., 1987-1989 - Member.
- Palm Beach County Property Appraisal Adjustment Board, 1989-1990 - Special Master.
- "Lender's Corner", Boca Raton Board of REALTORS, Inc., 1987-1989 - Subcommittee Member.
- "Florida State University Real Estate Society", "Rho Epsilon" Florida State University Chapter, 1981 – President
- College of Business Advisory Board, 1981 - Selected as Real Estate Undergraduate Representative.
- College of Business, Business Club Board, 1981 - Representative.

RELATED SERVICE:

- Approved Contingent/Associate Faculty Member, A.I.R.E.A./The Appraisal Institute, 1990 - 08/1997; Faculty Member, 4/2003- Present
- Certified under the voluntary continuing education program of the Appraisal Institute.
- REALTOR Member - Jacksonville Board of REALTORS, Inc., Florida Association of REALTORS and National Association of REALTORS, 1991 - 1993.
- Member - Chamber of Commerce, Jacksonville Downtown District Association, 1991 - 1992.
- Member - Florida Planning and Zoning Association, 1992 - 1993.

EXPERIENCE:

- President, Dale R. Winslette & Company D/B/A Appraisal & Economics Associates, Jacksonville, Florida, 1991 – 2004; Destin/ Ft. Walton Beach, Florida 2005 - present, A Real Estate Appraisal and Consulting Firm, Specializing in Commercial Real Estate, with extensive appraisal and consulting experience throughout the State of Florida and the Caribbean, and now located in Ft. Walton Beach, Florida.
- Director, Equitable Real Estate Investment Management, Inc., Boca Raton, Florida, 1984 - 1991, Responsible for management of Equitable's Florida and Caribbean Portfolio Valuation/Evaluation Department, including experience in acquisition and mortgage underwriting, sales, and mortgage and equity servicing. Specializing in appraisal/investment analysis of income properties, with extensive experience in cash flow modeling software systems. Equitable Real Estate was one of the largest single private investors in the State during this period with over 30 properties and a portfolio value of approximately \$1.5 billion dollars.
- Staff Appraiser, Right-of-Way Specialist II, Florida Department of Transportation, Fort Lauderdale, Florida, 1981 -1984, working on valuations for the acquisitions of parcels for the completion of Interstate 95 and Interstate 595 Right-of-Way Projects in Southeast Florida.
- Experience with a number of computer real estate appraisal software systems including: Pro-Ject Plus, Lotus 123, FinSim, ARIA, ARGUS, REALDEX, Berge Asset Management, and others.
- Resident of Florida since 1959.

QUALIFICATIONS - (Continued)

ACHIEVEMENTS:

Author, "SUCCESSFUL Real Estate Submissions, AN ELUSIVE TARGET," Lender's Corner, American Home Week, Boca Raton Board of REALTORS, Inc., April, 1988.

Author, "FLORIDA'S STATE CERTIFICATION OF APPRAISERS LICENSE LAW", Lender's Corner, Boca Raton Board of REALTORS, Inc., August, 1988.

Co-Author, "Practical Applications of Discounted Cash Flow Analysis", an educational seminar presented to A.I.R.E.A. South Florida and Caribbean Chapter No. 24, March, 1988.

REAL ESTATE EDUCATION

I have obtained the MAI designation via **The American Institute of Real Estate Appraisers/The Appraisal Institute.**

I have attended and been accredited for the following real estate courses and examinations by:

The American Institute of Real Estate Appraisers/The Appraisal Institute

- *Real Estate Appraisal Principles
- *Basic Valuation Procedures
- *Capitalization Theory & Techniques, Part I & Part II
- *Capitalization Theory & Techniques, Part III
- *Case Studies in Real Estate Valuation
- *Valuation Analysis and Report Writing
- *Real Estate Investment Analysis
- *Highest and Best Use
- *Discounted Cash Flow Analysis
- *Standards of Professional Practice
- *Industrial Valuation
- *Litigation Valuation
- *R-41B and the Appraiser
- *Appraising for Pension Fund Portfolios
- *Money Market & It's Impact on Real Estate
- *Comprehensive Examination
- *Comprehensive Examination
- *A.I.R.E.A. Faculty Training Seminar
- *Appraisal Institute Faculty Workshop

Seminars & Other Courses Include:

- *Appraisal of Non-Conforming Uses
- *Computer Analysis in the Appraisal Shop
- *Appraisal Review Round-Table Discussion
- *Regional Mall Activity in the Jax Market
- *Residential Architecture & Construction
- *Residential Prop. Construction & Inspection
- *Internet Strategies for Real Estate Appraisals
- *Implementation of Growth Mngt. in Jax
- *Focus on Retailers:Expansion Plans for the 90s
- *Appraisal Review Overview
- *Florida Core Law
- *Understanding Limited Appraisal-General
- *What is the Future of the Appraisal Profession?
- *The Anatomy of a Deal
- *Planning for Land Use
- * Feasibility, Market Value, Investment Timing

State of Florida, Department of Professional Regulation

- *State Certified General Real Estate Appraiser
- *Real Estate Broker/Salesman's License
- *Real Estate Salesman's License

Office of the Comptroller, The Department of Banking and Finance

- *Mortgage Broker's License (Inactive)

LICENSES

▪ MAI, Member, The Appraisal Institute	11/05/87 – Present	#7673
▪ State Certified General Real Estate Appraiser, State of Florida	12/04/90 - Present	#RZ-685
▪ State Certified General Real Estate Appraiser, State of Alabama	02/11/08 – Present	#G00853
▪ State Certified Gen. Real Estate Appraiser, State of Georgia	03/01/00-Present	#006863
▪ State Certified Gen. Real Estate Appraiser, State of Miss.	9/17/07- 9/30/11	#GA-862
▪ Real Estate Broker, State of Florida	4/5/91 - Present	#0391908
▪ Real Estate Broker/Salesman, State of Florida	10/18/84 - 4/4/91	#0391908
▪ Real Estate Salesman's License, State of Florida	10/04/82 - 4/17/84	#0391908