

QUALIFICATIONS OF TOM REED

EDUCATIONAL BACKGROUND AND TRAINING

B.S.B.A. in Finance/Real Estate-University of Arkansas, 5-73

Masters in Business Administration-University of Arkansas - 5-78

Farm Manager and Rural Appraisal Course Sponsored by The American Society of Farm Managers and Rural Appraisers – 1976

The following courses and/or exams given by The American Institute of Real Estate Appraisers or the Appraisal Institute have been successfully completed:

Single-Family Residential Appraisal – 1976

Basic Principles, Methods & Techniques – 1977

Standards of Professional Practice – 1982

Capitalization Part I – 1983

Capitalization Theory & Techniques, Parts A & B – 1984

Case Studies In Real Estate Valuation – 1984

Valuation Analysis & Report Writing – 1987

Basic Valuation Procedures – 1988

Real Estate Appraisal Principles – 1988

Standards Of Professional Practice, Parts A & B – 1991

Standards Of Professional Practice, Parts A & B – 1996

Standards Of Professional Practice, Part C – 2001

The Appraiser As An Expert Witness: Preparation & Testimony – 2002

Litigation Appraising: Specialized Topics & Applications – 2002

Business Practice & Ethics – 2007

Numerous Seminars – 1992 To Present

PROFESSIONAL EXPERIENCE

Employed in the Real Estate Appraisal Profession since January, 1974

Reed & Associates, Inc. - Real Estate Appraisal Company located at 3739 N. Steele Blvd., Suite 220, Fayetteville, Arkansas – President since its inception in July, 1979

Real Estate Market Data, Inc. – Market Data Research Company located at 3739 N. Steele Blvd., Suite 220, Fayetteville, Arkansas – President since its inception in June, 2003

Streetsmart Holdings, LLC – Market Data Research Company located at 4241 North Gabel Drive, Suite 1A, Fayetteville, Arkansas – Partner since the inception of Streetsmart in January, 2007 & includes Streetsmart NWA & Streetsmart Central AR

Irwin Partners – Commercial Real Estate/Development - Partner

Irwin Partners Branch Office – Commercial Real Estate/Development, 3739 N. Steele Blvd., Suite 220, Fayetteville, Arkansas – Executive Broker

PROFESSIONAL AFFILIATIONS AND DESIGNATIONS

Arkansas Real Estate Salesperson's License - 1972

Arkansas Real Estate Broker's License - 1979

National Association of Realtors

Arkansas Realtors Association - GRI

District 3 Vice-President (1985)

Board of Directors (1987-1989)

Board of Realtors

Metro Area (Springdale President-1984)

Member of The Counselors of Real Estate - #2450

Ozark Mountain Chapter of The Appraisal Institute (President - 1992)

Member of the Appraisal Institute - #M7987

Member of the Northwest Arkansas Appraisal Section

State Certified General Appraiser - Arkansas - CG0217

State Certified General Appraiser - Missouri - RA002568

CLIENTELE

FAA Dept. of Transportation-Southwest Region - Ft. Worth, Texas

National Park Service - Harrison, Arkansas

Federal Housing Administration

Housing & Urban Development
 Farmers Home Administration
 Federal Deposit Insurance Corporation
 Resolution Trust Corporation
 Corps of Engineers - Little Rock, Arkansas & Vicksburg, Mississippi Districts
 Arkansas State Highway and Transportation Department
 Arkansas Game and Fish Commission
 O.R. Colan Associates
 Universal Field Services
 Cities of: Springdale, Fayetteville, Rogers, Bentonville, Siloam Springs, Mountain Home, Harrison, Gravette, Pea Ridge, Searcy, Mena, and Little Rock, Arkansas; Branson, Missouri
 Mass Appraisal for Property Tax Purposes; Baxter, Boone and Carroll Counties, Arkansas
 Southwestern Electric Power Company
 Carroll Electric Cooperative Corporation
 Tyson Foods, Inc.
 Holiday Island Suburban Improvement District
 Various Water Authorities, Attorneys, Corporations, and Individuals
 Financial Institutions – Arvest Bank, Legacy National Bank, First Security Bank, Regions Bank, Simmons First National Bank, Centennial Bank, First State Bank of Lonoke, Bank of the Ozarks, United Bank, Today’s Bank, First Western Bank, First Federal Bank, Bank of Arkansas, Benefit Bank, Bank of Oklahoma, IberiaBank, Bancorp South, First National Bank of Fort Smith, Chambers Bank, Signature Bank, Cornerstone Bank, Community First Bank, and others.

COURT TESTIMONY

Circuit Court - Harrison, Fayetteville, Bentonville, Berryville, Eureka Springs, Mt. Home, Fort Smith, Clinton, Mena, and Searcy, Arkansas; Forsyth, Missouri; Mount Vernon, Missouri
 Federal Court - Harrison, Fayetteville, & Fort Smith, Arkansas
 Chancery Court - Harrison & Fayetteville, Arkansas

APPRAISAL COURSES AND SEMINARS RECENTLY COMPLETED

Courses & Seminars - 2010

Appraisal Curriculum Overview – Green Country of Oklahoma Chapter, Appraisal Institute; Tulsa, Oklahoma
 Hotel Appraising: New Techniques for Today’s Uncertain Times – Ozark Mountain Chapter of the Appraisal Institute; Branson, Missouri

Courses & Seminars - 2012

7-Hour National USPAP Update Course-Ozark Mountain Chapter of the Appraisal Institute; Rogers, Arkansas
 Business Practices and Ethics – Chicago Chapter of the Appraisal Institute

Courses & Seminars - 2013

Annual Convention – Counselors of Real Estate; San Francisco, California

Courses & Seminars - 2014

7-Hour National USPAP Update Course – Arkansas Chapter of the Appraisal Institute; Fayetteville, Arkansas
 Ten Deadly Mistakes Appraisers Make – Northwest Arkansas Appraisal Section; Bentonville, Arkansas

Courses & Seminars - 2015

16-Hour Uniform Appraisal Standards for Federal Land Acquisitions – Arkansas Chapter of the Appraisal Institute; Little Rock, Arkansas

Courses & Seminars - 2016

7-Hour National USPAP Update Course – Ozark Mountain Chapter of the Appraisal Institute; Joplin, Missouri

REFERENCES

Jerry Vest, President & CEO, Regions Bank; Rogers, Arkansas	479-936-7045
Don Gibson, President/Chief Executive Officer, Legacy National Bank; Springdale, Arkansas	479-717-1900
Patsy Christie, Director of Planning and Community Development; Springdale, Arkansas	479-750-8550
Chris Brown, City Engineer, City of Fayetteville; Fayetteville, Arkansas	479-575-8207
Charles Harwell, Attorney, Cypert, Crouch, Clark & Harwell; Springdale, Arkansas	479-756-5222