



L. DEANE WILSON, MA, ASA

REAL ESTATE APPRAISER AND CONSULTANT

AQB Certified USPAP Instructor

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L. Deane Wilson, MA, ASA is the Managing Partner for The Blackwell Group, a real estate appraiser firm with offices in Southern and Northern California. He graduated from BIOLA University with a Bachelor of Science degree in Organizational Leadership, and has a Special Major Masters Degree from California State University, Sacramento in *Land Use Ethics*. Mr. Wilson has earned the Senior Real Property appraisal designation awarded by the American Society of Appraisers. He is an International Instructor for the ASA and served as the Chairman of the International Real Property Committee of that organization from 1999 through 2002. Mr. Wilson has instructed formal real estate appraisal courses for the American Society of Appraisers in Eastern Europe (Ljubljana, Slovenia) sponsored by the Agency for the Privatization of the Republic of Slovenia, in conjunction with the World Bank. He has also instructed courses throughout the United States and in Mexico City on every level of Real Estate Appraisal, including USPAP for the American Society of Appraisers and the Appraisal Institute. He is an AQB Certified USPAP Instructor.

Mr. Wilson is a Course Developer for the American Society of Appraisers and the North Orange County Community College District. He has authored a series of articles regarding Uniform Standards of Professional Appraisal Practice (USPAP) and the Financial Institutions Reform Recovery Enforcement Act (FIRREA), as well as a variety of other appraisal topics. He has had speaking engagements at the prestigious Monterey Bay Seminar in 1997, 1998, 1999, 2003, 2006, and 2011. He was also presenter at the 1997 American Society of Appraisers (ASA) International Convention in Houston, Texas. He developed the Real Property Educational program on Automated Valuation Models for the 1998 ASA International Convention in Maui, Hawaii. He was also an invited speaker and had an article published on AVMs for VALUATION 2000, the first convention representing all the major appraisal organizations. Mr. Wilson developed and presented a new seminar entitled going Concern for Real Estate Appraisers at the 2002 ASA International Convention in San Diego. He has also developed specialized seminars for the Colorado Association of Tax Appraisers and the Minnesota Department of Transportation as well as Wells Fargo Bank. He has provided consultation services to the Federal Home Loan Mortgage Corporation (Freddie Mac) at their headquarters in McLean, Virginia, and PBS. He is also the founder of The Blackwell Institute for the Study of Land Use Ethics, a “think tank” devoted to the study of approbative and normative ethics of land use.

He is also the Managing Director of Eminent Domain Today: www.eminentdomaintoday.org

ASSOCIATION MEMBERSHIPS

Senior Member, Urban Designation, American Society of Appraisers (ASA)

California State Certified General Appraiser #AG009301

Chairman, International Real Property Committee, American Society Appraisers 1999/2002

Secretary, Sacramento Chapter, American Society of Appraisers, 1995/96

Former Chairman, Board of Examiners, Los Angeles Chapter, American Society of Appraisers

EXPERIENCE

Principal, Blackwell & Associates and The Blackwell Group - 1979 to present
International Instructor, Real Estate Appraisal, American Society of Appraisers
AQB Certified USPAP Instructor

- Course developer and author of the following courses and seminars for the American Society of Appraisers:
 - **ALL211** - Ethics & the Appraiser (Professional Ethics)
 - **RP213** - Applied Residential Valuation;
 - **RP214** - Applied Small Income Residential Valuation;
 - **ALL215** - Multi-Discipline Appraisal Report Writing; Also approved for the ASFMRA

In process: **ALL 300** - Going Concern for Real Estate Appraisers, Assessors, Lenders, and Eminent Domain Professionals

- Seminars written and taught include: *Adjustment Techniques, Demand Analysis, Going Concern for Real Estate Appraisers. Using the Financial Calculator in Appraising, Logic & Critical Thinking for Appraisers, Introduction to Commercial Appraising, Ethics & The Appraiser*

Recently finished the book, *Going Concern for Real Estate Appraisers, Assessors, Lenders, and Eminent Domain Professionals*.

- Currently writing a book entitled *The Appraiser's Trilogy*, which presents Demand Analysis, Adjustments, and Logic for Real Estate Appraisers.

Lifetime Teaching Credential, California Community College, Real Estate Specialization

Instructor, Real Estate Appraisal, Cypress College, 1986-1993; Faculty Member Academic Senate, Cypress College, 1993

Authored, California Appraiser Licensing & Certification Class Requirements, (per A.B. 527), North Orange County Community College District

L.Deane Wilson has written the following articles and books:

- *Have You Hugged Your FIRREA Lately?* (1993) Real Property Journal, 1, 29-38.
- *Just Who Do We Think We're Kidding?* (1995) Real Property Perspectives, 48-52
- *The Discount Rate; Fiction or Non-fiction* May 1996 issue Valuation.
- *Are Appraisal Reports Logical Fallacies?* April 1996 issue The Appraisal Journal.
- *The Appraiser's Trilogy: Adjustments, Demand Analysis, and Logic & Reasoning*. (In printing.)
- *AVM's: Unsafe at any Speed*. Valuation2000-Collections Papers.
- *Going Concern for Real Estate Appraisers*

QUALIFIED TO GIVE EXPERT WITNESS TESTIMONY

Los Angeles and Orange County Superior Courts;
United States Federal Bankruptcy Court;
Arbitration Proceedings

APPRAISAL EDUCATION

Standards of Professional Practice/USPAP, SPP, Part A and Part B

Capitalization Theory & Techniques, Parts A and B

Case Studies in Real Estate Valuation, 2-1

Appraisal Regulations of the Federal Banking Agencies

Uniform Commercial/Industrial Appraisal Reports

Easement Valuation

Uniform Standards of Professional Appraisal Practice (USPAP)

R.P. 201 - Introduction to Real Property Valuation

R.P. 202 - Real Property Valuation Methodology: Income-Producing Property-Introduction

R.P. 203 - Real Property Valuation Methodology: Income-Producing Property--Advanced

R.P. 204 - Real Property Valuation: Case Study and Report Writing

Litigation, Bulk Escrow, Computerized Cost Analysis, Expert Witness, Capitalization Update, FIRREA, Federal & State Regulations, Analyzing Financial Statements, Americans with Disabilities Act (ADA), Eminent Domain, Public Interest Value, Technology Forum (VAL 2000); USPAP Update 2005 and 2006; USPAP Instructor's Class/Certification 2008.

(Please refer to the following tables listing classes taken and courses taught by Mr. Wilson since 1997)

CONTINUING EDUCATION & COURSES TAUGHT

L. Deane Wilson, MA, ASA,
AQB Certified USPAP Instructor
California-AG 009301
www.theblackwellgroup.org

Course Title	Hours	Date Completed		OREA approval number
1997				
Real Estate Appraising	7+ years	1985-1992	Cypress College	N/A
Report Writing	2	May 17	I taught course-Monterey	
Adjustments, etc.	3	June 25	I taught course-Houston	
Intro to Income App.	30	July 10-12	I taught course-Chicago	
Form Development	8	July 23	McLean Virginia	Freddie Mac
Form Development	8	August 25	McLean Virginia	Freddie Mac
Intro to Income App.	30	October 9-11	I taught course-Mexico	
AVMs	7	October 20	I attended seminar	87754C448
Dev. Rpt. Wtg. Crs.	200+	Feb – Nov	Now standard course requirement for:	ASA & ASFMRA
Report Writing	30	November 20-22	I taught course-Chicago	
Total Hours 1997	318			

1998				
Report Writing	30	February 26-28	I taught course-San Fran	
Advanced Income App.	30	March 26-28	I taught course-Mexico	
Report Writing	30	April 30-May 2	I taught course-Wash, DC	
Adjustments, etc.	2	May 16	I taught course-Monterey	
Appraisal Hot Buttons	3	May 16	I was a panelist-Monterey	
AVMs	2	June 22	I attended seminar – Hawaii	98275C153
AVMs	2	June 23	I attended seminar – Hawaii	98275C154
AVMs	2.5	June 23	I was presenter – Hawaii	98275C150
AVMs	2	June 24	I attended seminar - Hawaii	98275C152
Applied Residential	30	Sept 10-12	I taught course-Chicago	
One Day Rpt Writing	7.5	October 6	I taught course- Auburn, CA	98275C155
One Day Rpt Writing	7.5	October 17	I taught - New Orleans	
Total Hours 1998	148			

1999				
USPAP	15	March 26 & 27	I attended course	91275005
Public Interest Value	7	April 9	Panelist-Sacramento	99754C520
Report Writing	30	May 13-15	I taught course-Chicago	
Report Writing	2	May 22	I taught course-Monterey	
Forum Hot Topics	3	May 22	I was panelist - Monterey	
Urban Case Studies-II	30	May 27-30	I taught course-Mexico	
Report Writing	30	June 10-12	I taught course-LA	
Advanced Income App.	30	July 8-10	I taught course-Chicago	
AVMs	3	October 12	Presenter-San Francisco	
One Day Rpt Writing	7	November 11	I taught-New York	
Report Writing	30	December 9-11	I taught-Wash, DC	
Total Hours 1999	187			

2000

AVMs: <i>Unsafe at any Speed</i>	150+		Article for Valuation 2000	Published
Urban Case Studies-II	30	March 16-18	I taught course - Chicago	ASA Sponsored
Report Writing	30	April 27-29	I taught course - KC	ASA Sponsored
USPAP Update	7	May 5	I attended update	94754C198
Report Writing	30	May 18-20	I taught course-Chicago	ASA Sponsored
USPAP Update	7	May 24	I taught course-Pleasanton	ASA Sponsored
USPAP Update	7	June 21	I taught course- Sac, CA	AI Sponsored
Logic/Critical Thkg Rpts.	7	July 9	I taught course – LV, NV	Valuation 2000
<i>E-Commerce</i> & RE Value	2	July 13	I taught course – LV, NV	Valuation 2000
USPAP Update	7	August 14	I taught course – San Jose, CA	ASA Sponsored
Adjustments	7.5	August 29	I taught – Knoxville, TN	ASA Sponsored
Report Writing	7.5	October 24	I taught – Knoxville, TN	ASA Sponsored
Report Writing	30	October 26 – 29	I taught – Atlanta, GA	ASA Sponsored
Report Writing	30	October 26 – 29	I taught – Austin TX	ASA Sponsored
Report Writing	30	September 7 – 10	I taught – LA, CA	ASA Sponsored
Total Hours 2000	284			

2001

AQB Meeting	8	January 9	Appraiser qualifications mtg.	
Report Writing	30	March 21-23	I taught course - Chicago	ASA Sponsored
USPAP Instructor Update	7	March 31	I attended - Seattle	AQB Sponsored
Report Writing	16	May 4 & 5	I taught course – Dallas	ASA Sponsored
Report Writing	30	May 17-19	I taught-Wash, DC	ASA Sponsored
Report Writing	30	August 9-11	I taught course-LA	ASA Sponsored
Panel Moderator	3	August 23	South San Francisco, CA	CA OREA Approved
Total Hours 2001	124			

2002

USPAP	16	February 1-2	I taught course – LA, CA	ASA Sponsored
Report Writing	30	February 21-23	I taught-Wash, DC	ASA Sponsored
Report Writing	12	March 1-2	I taught course – St Louis	ASA Sponsored
Report Writing	8	March 22	I taught course – Tampa Bay	ASA Sponsored
USPAP	16	May 3-4	I taught course – LA, CA	ASA Sponsored
Report Writing	30	June 6-9	I taught course – Chicago	ASA Sponsored
Report Writing	30	July 9-11	I taught course-LA, CA	ASA Sponsored
Writing course, Going Concern for RE Aprs	86	Over the past 6 months		
Current Status & Future of Appraising	4	August 26	I attended seminar	02275C180 – 4
Going Concern for RE Aprs	8	August 27	I taught course – San Diego	02275C179 – 8
The Residential Appraiser: The Future is Yours	4	August 28	I attended seminar	02275C178 – 4
Employee Relocation Appraising	4	August 28	I attended seminar	02275C177 - 4
Report Writing	8	September 24	I taught course – Philadelphia	ASA Sponsored
Report Writing	30	September 26-28	I taught-course - Atlanta	ASA Sponsored
Going Concern for RE Aprs	8	September 30	I taught course – Knoxville, TN	ASA Sponsored
Total hours for 2002	294			

2003				
Report Writing, Mold & The Appraiser,	7	April 12	I taught course & attended other sessions-Monterey, CA	03275C184 – 7
Panel Moderator	4	July 25	South San Francisco, CA	03804C114 – 4
Technical Report Writing	14	Sept 30-Aug 1	I authored and taught course – Sacramento, CA	03141C101 - 14
Going Concern for RE Aprs	320		Writing Book	
Total hours for 2003	345			

2004				
Wrote 8 hour seminar: Adjustments	97	Over past 3 months	Approved St of California	04141C102
Adjustment Seminar	8	September 16	I taught course-Breckenridge, Colorado	Colorado Association of Tax Appraisers & Colorado Assessors Association-Sponsored
Total hours for 2004	105			

2005				
Going Concern for RE Aprs	8	February 7	I taught course-Petaluma	02275C179
USPAP Update	7	February 8	I attended seminar	03754C730
Technical Report Writing	16	June 17, 18	I authored and taught course – Dallas, TX	ASA Chapter Sponsored
Report Writing	30	July 14-17	I taught-course – Los Angeles	ASA Sponsored
Adjustment Seminar	8	September 14	I taught course-Breckenridge, Colorado	CATA Sponsored
Going Concern for RE Aprs	8	September 15	I taught course-Breckenridge, Colorado	CATA Sponsored
Going Concern for RE Aprs	8	October 14	I taught course-Los Angeles	ASA Chapter Sponsored
Total hours 2005	85			

2006				
Report Writing	4	April 29	I taught	
Report Writing	30	June 8-11	I taught-LA, CA	ASA Sponsored
Adjustments	4	August 10	I taught course – San Francisco	
Appraisal Hot Topics	4	August 10	Moderator – San Francisco	
Report Writing	30	September 14-17	I taught-LA, CA	ASA Sponsored
Adjustments	8	October 4	I taught – Copper Mtn, CO	CATA Sponsored
Going Concern for RE Aprs	8	October 20	I taught course-Cincinnati, OH	ASA Chapter Sponsored
USPAP Update	7	November 16	I took update	Instructor ID 10141
Report Writing	30	December 7-10	I taught-LA, CA	ASA Sponsored
Total hours for 2006	309			
Total hours past 10 years	2,297			

2007

Going Concern for RE Aprs	24	Jan 2-3	I taught Minnesota DOT	Sponsored by MINDOT
Report Writing	30	June 7-10	I taught-LA, CA	ASA Sponsored
Condemnation Appraising	16	August 22-23	I took, Sacramento, CA	CA OREA#02004C106
Report Writing	30	September 6-9	I taught-LA, CA	ASA Sponsored
Introduction to Coml Aprng	8	October 2	I taught – Copper Mtn, CO	CATA Sponsored
Logic & Critical Thinking	8	October 4	I taught – Copper Mtn, CO	CATA Sponsored
Report Writing	30	December 13-16	I taught-LA, CA	ASA Sponsored
Total hours for 2007	146			
Total hours past 10 years	2,443			

2008

Appraising Limited Partnerships	8	January 25	I took, Manhattan Beach, CA	
Report Writing	7	March 4	I taught, Des Moines, IA	ASA Sponsored
Report Writing	30	June 19-22	I taught-LA, CA	ASA Sponsored
Logic & Critical Thinking	8	August 27	I taught- Copper Mtn, CO	CATA Sponsored
Financial Calculator	8	August 28	I taught- Copper Mtn, CO	CATA Sponsored
Report Writing	16	September 5 & 6	I taught – Dallas, TX	ASA Sponsored
USPAP Instructor Course	21	September 25-28	I took – Dallas, TX	AQB Sponsored
Total hours for 2008	98			
Total hours since 1997	2,541			

2009

Introduction to Valuation & Review Appraising	7	March 27	I taught San Francisco, CA	Wells Fargo Bank
Report Writing	30	June 11-14	I taught-LA, CA	ASA Sponsored
USPAP 7-Hour Update	7	July 10	I taught-Orlando, FL	ASA Sponsored
Introduction to Valuation & Review Appraising	7	March 27	I taught San Francisco, CA	Wells Fargo Bank
Summer Conference	7	August 13	I took-Sacramento, CA	09754C124 CA
Logic & Critical Thinking	8	August 27	I taught- Breckenridge CO	CATA Sponsored
Eminent Domain	12	November 16-17	I took-San Francisco, CA	CLE Sponsored
Total hours for 2009	71			
Total hours since 1997	2,553			

2010

Introduction to Valuation & Review Appraising	7	January 12	I taught San Francisco, CA	Wells Fargo Bank
USPAP 7-Hour Update	7	January 19	I taught-Los Angeles, CA	ASA Sponsored
Report Writing	8	April 5	I taught-Des Moines, IA	ASA-ASFMRA
Report Writing	16	May 29-30	I taught-Los Angeles, CA	ASA
Introduction to Valuation & Review Appraising	7	June 9	I taught San Francisco, CA	Wells Fargo Bank
Adjustments	8	August 25	I taught course-Breckenridge, Colorado	CATA Sponsored
Going Concern for RE Aprs	8	August 26	I taught course-Breckenridge, Colorado	CATA Sponsored
Total hours for 2010	61			
Total hours since 1997	2,614			

2011

ARM202 Real Property Appraisal Review and Management	27	January 13-16	I took Los Angeles, CA	ASA Sponsored
Report Writing	3	April 30	I taught course-Monterey	OREA Approved
Ethics Course Development	400	April-August	I wrote new course	ASA Sponsored
Ethics & the Appraiser	8	August 14	I taught – Washington, DC	ASA Sponsored
Introduction to Coml Aprng	8	August 30	I taught – Breckenridge, CO	CATA Sponsored
Ethics & the Appraiser	8	August 31	I taught – Breckenridge, CO	CATA Sponsored
Logic & Critical Thinking	8	September 1	I taught- Breckenridge CO	CATA Sponsored
Report Writing	30	September 15-18	I taught-LA, CA	ASA Sponsored
Ethics & the Appraiser	4	December 6	I taught-Fort Collins, CO	CAA Sponsored
Going Concern Valuation	4	December 6	I taught-Fort Collins, CO	CAA Sponsored
Total hours for 2010	500			
Total hours since 1997	3,114			

Organizational Participation			
Duties	Hours	End Date	Description
Member	13	July 21, 2001	Center for Advanced Property Economics
Chairman	61	July 21, 2001	Real Property
Member	23	July 21, 2001	Technology Development
Chairman	40	August 24, 2002	Real Property
Past Chairman	12	June 30, 2003	Real Property
Total hours participation	149		
Total hours since 1997	3,263		