

Abbreviated Professional Biography: Brian L. Goodheim

Brian Goodheim is an independent real estate expert with broad-based career experience in real estate development, appraisal, brokerage, regulation, and technology development.

Professional licenses and designations: MAI (Member, Appraisal Institute) and SRA (Senior Residential Appraiser) designations from the Appraisal Institute; licensed Colorado real estate broker since 1973; Colorado General Certified appraiser since 1990; reciprocal appraisal licenses in other states.

Education: College degrees: BSBA Finance (1970) University of Florida; MBA Finance (1971) University of Florida Graduate College of Business; MSEE Telecommunications (1995) University of Colorado College of Engineering and Applied Science. Continuing education includes: 1,100 classroom hours in real estate related studies; additional courses and seminars pertinent to current software and web technology; lecturer for the Appraisal Institute and University of Colorado. (detailed continuing education log available)

Professional experience: Real estate experience includes appraisal, market analysis, brokerage, land planning, development, and consulting: appraisal of over 8,000 Colorado properties; entitlement processing in Colorado and Florida; litigation, due diligence, market analysis, and feasibility consulting for development projects nationally.

Feasibility / market analysis: Mr. Goodheim's appraisal career began as a development analyst for a national resort developer in Aspen, Colorado. Responsible for feasibility analysis of potential land acquisitions, Mr. Goodheim created custom computer models and techniques to analyze development options, quantify potential risks, and improve front-end development planning and decision-making. Over time, this expertise has been adapted to many different property types and situations as an independent appraiser and consultant for a wide variety of public and private clients.

Technology innovation: Mr. Goodheim's innovations in real estate appraisal technology have received national recognition and dramatically impacted the appraisal profession. The RealSoft Integrated Appraisal System introduced affordable residential appraisal automation and grew to include the first national network for electronic software support and regional networks for automated collection, sharing, and publication of market data. His system for analysis, valuation, and optimization of development property won the coveted Armstrong Award for outstanding contribution to appraisal theory.

Regulatory innovation: As housing director for the City of Aspen, one of the world's most exclusive resort markets, Mr. Goodheim introduced regulatory innovations to promote private development of permanently-affordable employee housing; drafted affordable housing components of city and county growth management plans; introduced new zoning categories with quotas and bonus density incentives for development affordable housing; implemented a right-of-refusal system to insure the future supply of affordable housing; and pioneered the use of tax-exempt municipal mortgages and long-term leases for public land acquisitions for affordable housing and open space.

Litigation experience: Mr. Goodheim has been qualified as a valuation expert in many courts and quasi-judicial proceedings: Federal District Courts for the Districts of Hawaii, Colorado, and Northern Indiana; U.S. Bankruptcy Courts in Colorado, Texas, and California; Colorado District Courts in Aspen and Boulder, Colorado; and many condemnation proceedings under both state and federal rules. Mr. Goodheim served as special appraisal consultant to the U.S. Department of Justice in U.S. Court of Federal Claims: damages assessment in *Landmark v. U.S. (Winstar)*; and just compensation from temporary takings in *HOPE/ELIHPA* cases. (detailed litigation log available)