

**Appraisal Qualifications**

**Company Capabilities  
Professional Qualifications  
Representative Client List**

**Brian L. Goodheim, MBA, MAI, SRA**

**RealSoft / Appraisal Research, Inc.  
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**Brian L. Goodheim, MAI, SRA**

**Appraisal Qualifications Package**

**EDUCATION:**

<b>MSEE Telecom/IT</b>	University of Colorado College of Engineering and Applied Science (1995) Thesis: Technology Applications in Real Estate Continuing Ed: 1,200+ hours (detail log available)
<b>MBA Finance</b>	University of Florida Graduate School (1971)
<b>BSBA Finance</b>	University of Florida, Gainesville, FL (1970)
	University of Colorado, Boulder, CO (1966-68)
High School	Honors, National Merit, Regents Scholar (1966)

**PROFESSIONAL DESIGNATIONS:**

**MAI** (Member Appraisal Institute), March 1983 - Appraisal Institute  
**SRA** (Senior Residential Appraiser), May 1978 - Appraisal Institute  
Colorado Certified General Appraiser and Real Estate Broker licenses

**EMPLOYMENT HISTORY:**

1985- **President: RealSoft/Appraisal Research, Inc.** (Boulder, Colorado)  
Real estate consultant and appraiser specializing in complex properties. Scope of work includes: litigation; feasibility, market, and highest and best use studies; acquisition due diligence; development planning; investment analysis; appraisal of commercial, residential, industrial, and recreational properties nationally.

1981-2000 **President: RealSoft Systems, Inc.** (Aspen/Boulder, Colorado; Atlanta, Georgia)  
Technology consulting and vertical market software development. Created \$10M market in electronic appraisal software. Developed software, hardware, documentation, marketing, installation, and training components for startup company. Authored RealSoft Integrated Appraisal System, KISS word processor, KISS accounting, DataShare Market Data system, SUDS software update distribution system, laser-based forms reproduction software, and OCR-based forms development package. Configured, procured, installed, and supported hardware and software components for nationwide customer base of over 250 sites with 1500 end users. Supervised commercial and residential appraisal staff.

1977-84 **President: Alpine Appraisal** (Aspen, Colorado)  
Real estate appraiser and consultant specializing in recreational and resort properties, feasibility studies and project planning for new recreational and affordable housing developments, highest and best use studies, and housing market analyses.

1975-77 **Executive Director: Aspen/Pitkin County Housing Authority** (Aspen, Colorado)  
Responsible for program development and project planning for city and county public housing programs. Drafted HUD housing assistance plan and designed housing portions of growth management plans, land use code, and zoning regulations. Acted as review officer for all residential and commercial development projects for city and county. Negotiated public land acquisitions for housing and open space.

1974-75 **Broker: Colorado Country, Inc.** (Aspen, Colorado)  
Real estate broker of residential, investment, and development properties. Project manager for Prince Creek and Panorama Ranch subdivisions. Developed "Magic Matchmaker" software.

1972-74 **Real Estate Analyst: Real Estate Affiliates** (Aspen, Denver, Orlando)  
Feasibility analyst for large scale land development projects. Responsible for market research, formulation of development alternatives, cash flow projections, valuation, and risk analysis.

1971 **Bureau of Business and Economic Research, State of Florida** (Gainesville, Florida)  
Graduate assistant: Applications engineer for students and faculty.  
Production team: 1971 Florida Statistical Abstract.

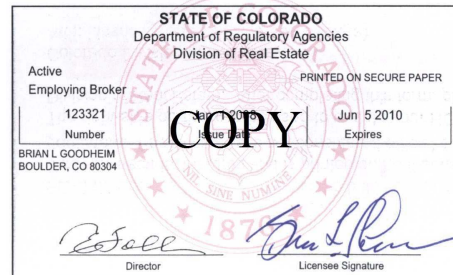
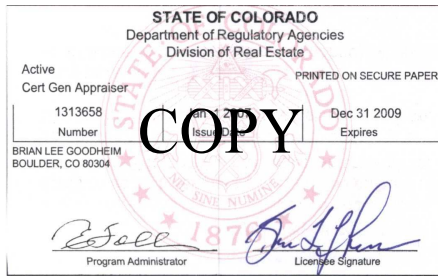
1970-71 **Department of Finance: University of Florida Graduate School of Business**  
Graduate assistant: FORTRAN programming and systems analysis for eminent actuary.

1968 **U.S. Department of Commerce, NOAA** (Boulder, Colorado)  
Scientific research assistant, solar sciences laboratory. (student internship)

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**Appraiser Qualifications**

## CURRENT APPRAISAL AND BROKERAGE LICENSES



## REAL ESTATE APPRAISAL, CONSULTING AND TECHNOLOGY SERVICES

RealSoft's business expertise incorporates technology-related services in addition to traditional real estate appraisal, consulting and brokerage. A pioneer in electronic appraisal software, RealSoft developed the first microcomputer-based appraisal office automation system in 1978. Over the next decade hundreds of computer installations were engineered and installed nationally representing an installed base of approximately 1,500 end users. In addition to vertical-market software for the real estate industry, RealSoft's word processing, general ledger accounting, and operating systems were distributed internationally in Europe and Australia. Major applications implemented include: timesharing programs to assist in the valuation and planning of large-scale land development projects; a multiple-listing and electronic market information networks; an integrated housing market analysis model implementing age-cohort survival demand projection; a highest and best use analysis methodology which won the 1984 Armstrong Award from the Appraisal Journal. RealSoft's valuation division, Appraisal Research, provides real estate appraisal and consulting services throughout Colorado and development consulting nationwide:

Fee Appraisal: Appraisal and consulting experience encompasses: development land, retail commercial, office, hotel/motel, apartment, resort, industrial, restaurant, mixed use, and all types of residential.

Litigation: Expert qualification and testimony in various courts and quasi-judicial proceedings including: U.S. Bankruptcy Court, Federal District Courts, State District Courts in Colorado and California, condemnations under state and federal rules, and as a tax appeals judge for Boulder County, Colorado.

Feasibility and Market Studies: Our computerized land development analysis models have been used to evaluate approximately 30 domestic and international projects. Housing, economic, market, financial, and econometric studies have been prepared for public and private clients in Colorado and Florida.

Consulting and Brokerage Services: In addition to real estate appraisals and development feasibility studies, real estate consulting and brokerage services are also available on an hourly or commission basis.

Computerized Data Services: Appraisal Research is highly computerized in order to provide the most timely and accurate information for our clients to use in their real estate decision-making. Our onsite network is connected to the Internet and to private data systems for access to comprehensive and up-to-date residential, commercial, demographic, and construction cost data.

Personnel: Each member of our staff is an experienced professional appraiser, licensed and certified by the State of Colorado. Please refer to the attached resumes for individual appraiser qualifications.

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**Appraiser Qualifications**

## **MORTGAGE AND COMMERCIAL LENDERS**

Alpha Mortgage  
Appraisal and Title Mortgage Co.  
Bank One  
Bank of Boulder  
Bank of Puget Sound  
Bristol Mortgage  
Citicorp, N.A.  
Colorado National Bank  
Columbia Savings and Loan Association  
Community First National Bank  
Comerica Bank  
First Federal Savings Bank of Colorado  
First National Bank of Denver  
FirstBank Systems  
Geibank Industrial Bank  
Green Mountain Bank

S.B. Hart  
Mellon Industrial Bank  
Mercantile Bank  
Mountain States Mortgage  
North American Mortgage  
Platte Valley National Bank  
Relocation Financial Services  
Security Bank of Kansas City  
Sun Savings and Loan  
Sterling Financial  
Transamerica Financial  
TriState Bank  
United Bank  
FirstBank  
Colonial Savings

## **GOVERNMENT/REGULATORY AGENCIES**

City of Aspen  
City of Boulder  
Boulder County Open Space  
Federal Deposit Insurance Corp (FDIC)  
Federal National Mortgage Assn (FNMA)  
Federal S+L Insurance Corp (FSLIC)

Northwest Colorado Council of Governments  
Resolution Trust Corp (RTC/SAMDA)  
U.S. Federal Aviation Administration (FAA)  
U.S. Farmer's Home Administration (FmHA)  
U.S. Department of the Interior  
U.S. Internal Revenue Service (IRS)

## **UNDERWRITERS**

CenTrust Mortgage  
Great American Mortgage  
Interstate Lending Corporation  
Kissell Company

Lincoln Service Company  
North American  
West America Mortgage

## **EMPLOYEE RELOCATION COMPANIES**

Associates Relocation Management  
Howard Relocation Group  
PHH HomeEquity  
IBM  
Kodak

Relocation Group, Inc.  
Relocation Resources  
U.S. Relocation  
Western Relocation Management

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