

QUALIFICATIONS OF PAUL BIERSCHWALE, ARA, CRE, FRICS

I hold the Accredited Rural Appraiser (ARA) designation which is awarded by the American Society of Farm Managers and Rural Appraisers to those members who have had years of experience, are technically trained, have passed a rigid examination and subscribe to a high code of ethics.

Professional Affiliations:

American Society of Farm Managers and Rural Appraisers
ARA - Accredited Rural Appraiser, Certificate #619
President, October 2005 to February 2007
Royal Institution of Chartered Surveyors
FRICS Designation
The Counselors of Real Estate
CRE Designation
Texas State Certified Real Estate Appraiser, No. TX-1320175-G
Texas Chapter American Society of Farm Managers and Rural Appraisers
President, 1987
Association of Texas Real Estate Economists
President, 1979 - 1980
Foundation Appraisers Coalition of Texas
President, 1993 - 1994
The Appraisal Foundation
Board of Trustees, 2008 to 2013, Board Chairman 2012
Texas Real Estate Broker, License No. 205652-09
Gillespie County Board of Realtors
Greater McAllen Board of Realtors
Texas Association of Realtors
National Association of Realtors

Educational Background:

Junction High School (1971), Junction Texas
Texas A&M University, College Station, Texas
Bachelor of Science, Agricultural Economics (1975)
Master of Agriculture, Agricultural Economics (1976)

Technical Training:

American Institute of Real Estate Appraisers Courses:
Course 1-A, Basic Appraisal Principals
Course 1-B, Capitalization Theories and Techniques
Course VIII, Single Family Residential Appraisal
Course II-1, Case Studies in Real Estate Valuation
Course II-2, Valuation Analysis and Report Writing
Course II-3, Standards of Professional Practice
American Society of Farm Managers and Rural Appraisers' Advanced Rural Appraisal Course
Texas Association of Assessing Officers Course 110, Basic Tax Office Administration
Appraisal, Economics and Finance Courses at Texas A&M University

Educational Courses Taken through the American Society of Farm Managers & Rural Appraisers:

Course A-12(II), National Uniform Standard of Professional Appraisal Practice
Course A-12 (I), ASFMRA Code of Ethics
Course A-12 (III), 7 Hour National USPAP Course
Course A-12 (III), 7 Hour National USPAP Course
Course A-114, 7 Hour National USPAP Update Course
Instructor Workshop
Windows UAAR Seminar
GIS Mapping Seminar
Requirements of UASFLA – The 'Yellow Book'

Expert Witness Preparation and Testimony
Financial Reporting Affecting Valuation in US and Global Markets
Appraising Natural Resources

Specialized Teaching:

Extensive teaching experience at all levels beginning with a rural appraisal course designed and taught to PCA field personnel in 1980. Subsequent teaching includes numerous presentations of technical aspects of appraisal at professional organizations' annual meetings. Specific course teaching assignments include Eminent Domain, 1986 to present, Fundamentals of Appraisal, 1988 to present, Principles of Rural Appraisal, 1988 to present, Advanced Rural Appraisal, 1989 to present, Standards and Ethics, 1990 to present, Administrative Appraisal Review, 1992 to present and Technical Appraisal Review, 1996 to present. Specific Assignments include the following:

Course A-10 Fundamentals of Rural Appraisal (ASFMRA)

San Antonio, Texas, 1988
Columbia, South Carolina, 1989
Jackson, Mississippi, 1990
Denver, Colorado, 1991

Portland, Oregon, 1992
Lexington, Kentucky, January 1995
Springfield, Illinois, October 1995
Rapid City, South Dakota, November, 2003

Course A-12 Standards and Ethics (ASFMRA)

Bozeman, Montana, October 1990
St. Louis, Missouri, December 1990
St. Louis, Missouri, December 1991
Spokane, Washington, July 1994
Amarillo, Texas, August 1994
Little Rock, Arkansas, March 1996

Breckenridge, Colorado, June 1996
College Station, Texas, March 2000
East Lansing, Michigan, January 2001
Fredericksburg, Texas, March 2002
Abilene, Texas, March 2003

Course A-20 Principles of Rural Appraisal (ASFMRA)

Denver, Colorado, 1988
San Diego, California, 1994
Lafayette, Indiana, 1994

Portland, Oregon, April 1995
St. Louis Missouri, May 2001
Austin, Texas, July 2004

Course A-25 Eminent Domain (ASFMRA)

Fresno, California, June 1986
Austin, Texas, September 2004

Course A-27/28 Income Capitalization (Part I & II) (ASFMRA)

Denver, Colorado, January 1994
Dayton, Ohio, April 1996

Denver, Colorado, March 2003

Course A-30 Advanced Rural Appraisal (ASFMRA)

Memphis, Tennessee, 1989
Omaha, Nebraska, August 1990
Phoenix, Arizona, September 1991
Jackson, Mississippi, June 1992
Des Moines, Iowa, September 1992
Billings, Montana, April 1993
Portland, Oregon, March 1994
Traverse City, Michigan, June 1999
Denver, Colorado, August 1999

Denver, Colorado, June 2000
Austin, Texas, October 2002
Denver, Colorado, August 2003
San Antonio, Texas, 2004
St. Cloud, Minnesota, 2004
Wilsonville, Oregon, 2004
Denver, Colorado, May 2005
Jefferson City, Missouri, 2007

Course A-35 Advanced Appraisal Review (ASFMRA)

Boise, Idaho, September 1996
Denver, Colorado, April 1997
Denver, Colorado, August 1999
St. Peters, Missouri, August 2000

Denver, Colorado, August 2001
Denver, Colorado, July 2003
St. Cloud, Minnesota, March 2004
Denver, Colorado, May 2005

Course A-200 Intermediate Approaches to Value for Rural Appraisal (ASFMRA)

Lansing, Michigan, January 2008

Administrative Review of Appraisal (ASFRMA)

Spokane, Washington, July 1992
Des Moines, Iowa, September 1992

Plummer, Idaho, May 2004
Tacoma, Washington, November 2004

Appraising Agricultural Chattels (ASFMRA)

St. Paul, Minnesota, July 1995

Appraising Ag Land in Transition (ASFMRA)

Wilsonville, Oregon, January 2004
Dundee, Michigan, May 2004

Manhattan, Kansas, February 2005
Tunica, Mississippi, June 2007

Appraising Rural Residential Properties (ASFMRA)

Williamsburg, Virginia, May 1999
Chicago, Illinois, October 2005
Dundee, Michigan, February 2006

Salina, Kansas, February 2010
Louisville, Kentucky, August 2010

Real Estate Statistics

Midland, Texas, June 2002

Requirements of USAFLA – The “Yellow Book” (ASFMRA)

Denver, Colorado, September 2012, Denver, Colorado, September 2014

Sales Comparison Approach (ASFMRA)

Kearney, Nebraska, February 2012

Valuation of Conservation Easements (ASFMRA)

Austin, Texas, August 2008
Deadwood, SD, October 2009

Sacramento, CA, January 2012

Miscellaneous - Numerous presentations at professional meetings including:

Texas Chapter ASFMRA
Association of Texas Real Estate Economists
Texas Surveyors Association
Texas Association of Assessing Officers
American Society of Appraisers
San Antonio International Farm and Ranch Show

Publications:

Co-author of The Appraisal of Rural Property, 2000, ASFMRA and AI. Specific section written was chapter on Leasehold and Leased Fee Estates

Professional Experience:

- Presently part owner, Real Estate Appraiser and Real Estate Broker for Bierschwale Land Company, LLC located in Junction, Texas.
- Owner, Real Estate Appraiser and Real Estate Broker for Bierschwale Appraisals located in Junction, Texas from 1982 through 2009.
- Chief Appraiser – Kimble County, Texas from September 1980 to March 1997.
- Worked for James K. Norwood, Inc. in Fort Worth, Texas from January 1977 through December 1981.
- Worked for the Texas Real Estate Research Center at Texas A&M University in College Station, Texas from 1975 through 1977.

Mr. Bierschwale is currently a part owner, Real Estate Appraiser and Real Estate Broker with Bierschwale Land Company, LLC in Junction, Texas, where he works alongside his two sons, Aaron Bierschwale, ARA and Justin Bierschwale, ARA, MRICS. Mr. Bierschwale has been an active field appraiser for all types of real property since January 1977. He is qualified in Federal and Texas State courts as an expert on Real Estate values. His appraisal experience includes residential, commercial, industrial and rural properties for loans, sale, partition, estate settlement, ad valorem taxation, condemnation, and bankruptcy in Texas, Louisiana, Missouri, Oklahoma, Kansas, Arizona and New Mexico.

Mr. Bierschwale was employed by James K. Norwood, Inc. of Fort Worth, Texas from January 1977 through December 1981. He then opened Bierschwale Appraisals located in Junction, Texas in January 1982. He owned and operated Bierschwale Appraisals from January 1982 until the formation of Bierschwale Land Company, LLC with his sons in 2010. From September 1980 through March 1997, Mr. Bierschwale served as Chief Appraiser of the Kimble County Appraisal District, where he oversaw all valuations for ad valorem taxation in the district. He was appointed to the Texas Real Estate Appraiser Certification Committee in 1989, and served through August 1991. This committee set up the original State Certification criteria for real estate appraisers in Texas. Mr. Bierschwale was elected President of ASFMRA in 2005 and served in that capacity until February of 2007. He was appointed to the Board of Trustees of The Appraisal Foundation in 2008 and currently serves in that capacity.

Prior to 1977, Mr. Bierschwale's experience consisted of research on the rural land market of Texas at the Texas Real Estate Research Center at Texas A & M University for two years. During this time, he served a four month internship with the Governor's Office of Education Resources as a special consultant on agricultural values of land across the State.

Texas Appraiser Licensing and Certification Board

P.O. Box 12188 Austin, Texas 78711-2188

Certified General Real Estate Appraiser

Number: **TX 1320175 G**

Issued: **03/26/2015**

Expires: **03/31/2017**

Appraiser: **PAUL EDGAR BIRSCHWALE**

Having provided satisfactory evidence of the qualifications required by the Texas Appraiser Licensing and Certification Act, Texas Occupations Code, Chapter 1103, is authorized to use this title, Certified General Real Estate Appraiser.


Douglas E. Oldmixon
Commissioner