

# 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