

**D. ROBERT WILLSON, MAI, CCIM**  
FLORIDA STATE-CERTIFIED GENERAL APPRAISER #0001521  
FLORIDA LICENSED REAL ESTATE BROKER  
410 SE 2<sup>ND</sup> AVENUE, OKEECHOBEE, FL 34974  
863-763-0999 www.MyOkeechobee.com

## **PROFESSIONAL QUALIFICATIONS**

**WILLSON-MIXON & ASSOCIATES, INC.: (Appraisal Firm) President**  
**D.R. WILLSON LAND COMPANY: (Brokerage Firm) President, Broker**

### **FORMAL EDUCATION:**

University of Florida, Associate of Arts -Business Administration; Finance, 1986  
Florida State University, Bachelor of Science - Real Estate, 1989

### **APPRAISAL INSTITUTE (AI) - Appraisal Courses & Seminars:**

- o Capitalization Theory and Techniques, Course #1B-A, 1991
- o Standards of Professional Practice, Part A, Course SPPA, 1991
- o Standards of Professional Practice, Part B, Course SPPB, 1991
- o Capitalization Theory and Techniques, Course #1B-B, 1992
- o Case Studies in Real Estate Valuation, Course #2-1, 1992
- o Report Writing and Valuation Analyses, Course #2-2, 1992
- o Litigation Valuation Seminar - 1993
- o Mock Trial Seminar - 1993
- o Comprehensive Appraisal Workshop, Whitmer Seminar- 1994
- o Comprehensive Exam - 1994
- o Appraisal Review - 1995
- o Rates, Ratios and Reasonableness - 1996
- o Eminent Domain and Condemnation Appraising – 1998
- o Standards of Professional Practice, Part C, Course 430 - 1998
- o USPAP/Law Update – 1998, 2000
- o Partial Interest Valuation – 2000
- o FHA Appraisal Inspection – 2000
- o FHA and the Appraisal Process – 2000
- o Litigation Appraising: Specialized Topics – 2000
- o Case Studies in Commercial H&B Use – 2001
- o Analyzing Commercial Lease Clauses – 2002
- o Intro to Appraising and Analysis of Proposed Subd. & Condo's – 2002
- o Florida State Law for RE Appraisers – 2002, 2003
- o National USPAP Update (400) – 2002, 2003, 2006, 2008
- o Business Practices and Ethics (420) – 2003
- o Scope of Work, Expanding Your Range of Services – 2003
- o Effective Appraisal Writing – 2003
- o Florida State Law – 2003, 2006, 2008
- o Appraising from Blueprints – 2006
- o Analyzing Operating Expenses – 2006
- o Office Building Valuation – 2008
- o Supervisor Trainee Roles & Rules - 2008
- o Appraising High Value & Historic Homes - 2008
- o Litigation Skills for the Appraiser - 2008
- o Inspecting the Residential “Greenhouse” – 2009
- o Appraising Distressed Commercial Real Estate – 2009
- o Litigation Appraising: Specialized Topics - 2009
- o Expert Witness: Preparation & Testimony - 2009

**D. ROBERT WILLSON, MAI, CCIM**  
**FLORIDA STATE-CERTIFIED GENERAL APPRAISER #0001521**  
**FLORIDA LICENSED REAL ESTATE BROKER**  
**PROFESSIONAL QUALIFICATIONS CONT'D**

[Page 2]

**OTHER:**

- o HUD/FHA Lender Selection Roster Training Seminar - December, 1994
- o USPAP/Law Update - Real Estate Education Specialists - February, 1996
- o Case Law and how it affects the Expert's Valuation - AEDP - June, 1996
- o Real Estate Instructor Development – FREEA – August, 1997
- o Instructor CE Seminar - FREAB – August, 1997
- o Becoming a Better Expert Witness - AEDP – June, 1998
- o CI 101; Fin. Analysis for Commercial Investment Real Estate – CCIM Inst. – April, 2004
- o CI 103; User Decision Analysis for Commercial Investment Real Estate – CCIM Inst. – May, 2004
- o CI 102; Market Analysis for Commercial Investment Real Estate – CCIM Inst. – September, 2004
- o CI 104; Investment Analysis – CCIM Inst. – October, 2004
- o Course Concepts Review/Comprehensive Exam – CCIM Inst. – April, 2005
- o Case Studies in Acquisition Analysis – CCIM Inst. – May, 2005
- o Financial Feasibility for Investors and Developers – CCIM Inst. – December 2008
- o Economic Outlook for SE Florida – NABE – October 2009

**PROFESSIONAL EXPERIENCE:**

**January 2009 – Present**

Willson-Mixon & Associates, Inc.  
(Appraisal Division of DR Willson Land Company, broken out 1/09. Actual appraisal services provided since 1990)  
President, Senior Appraiser/Review Appraiser  
Okeechobee & Martin County, Florida

**May 2000 – Present**

D.R. Willson Land Company (Brokerage & Appraisal Firm)  
President, Senior Appraiser/Review Appraiser, Real Estate Broker  
Okeechobee, Florida

**July 1994 – December 2000**

Berger - Willson & Associates, Inc.  
Principle, VP - Senior Appraiser/Reviewer/Broker-Salesman  
Okeechobee, Florida

**February 1990 - June 1994**

Deighan Appraisal Associates, Inc.  
Senior Commercial Appraiser/Reviewer  
Senior Residential Appraiser/Manager/Reviewer  
Stuart, Florida

**PROFESSIONAL ASSOCIATION:**

**Florida Real Estate Broker, License #0557523**  
**State-Certified General Real Estate Appraiser #0001521**  
**Florida Real Estate Appraisal Board; General Appraiser Instructor #1000006**  
**Appraisal Institute - Designated Member (MAI) #10897**  
**CCIM Institute – Designated Member (CCIM) #12219**  
Expert Witness - Florida's 19th Circuit Court  
- St. Lucie Circuit Court, Okeechobee Circuit Court  
- United States Bankruptcy Court, Southern District of Florida  
Member of the Association of Eminent Domain Professionals; 1997 - 1999  
Indian River Community College Adjunct Instructor:  
- Real Estate Appraisal; ABI; 1993  
- Real Estate Appraisal; ABII; 1993

**D. ROBERT WILLSON, MAI, CCIM**  
**FLORIDA STATE-CERTIFIED GENERAL APPRAISER #0001521**  
**FLORIDA LICENSED REAL ESTATE BROKER**  
**PROFESSIONAL QUALIFICATIONS CONT'D**

[Page 3]

**PROFESSIONAL ASSOCIATION (Cont.):**

- Commercial Real Estate Appraisal; ABIII; 1994
- Uniform Standards of Professional Practice (USPAP); 1994, 1996
- Indian River Community College Adjunct Instructor (Cont.):
  - Residential Building Construction; 1994, 1996, 1998
- Past Approved Appraiser for Orlando HUD office, covering South Florida
- Past Approved Appraiser for Coral Gables HUD office, covering South Florida
- Past Approved Appraiser for Florida Department of Transportation
- Past Approved Appraiser for South Florida Water Management District

**CIVIC ASSOCIATION:**

- Jensen Beach Chamber of Commerce;
  - Chairman, Government Relations; 1991-94
  - Board of Directors; 1992
  - Executive Board, Secretary; 1993-94
- Okeechobee Board of Realtors;
  - Board Member, 1996 - 2007
  - Board of Directors, 1997 - 1998
  - Standards & Ethics Chairman, 1998 – present
  - Pres. Elect, 1999, Pres., 2000
  - Pres. Elect, 2003, Pres. 2004 & 2005
- Kiwanis of Okeechobee - Member, 1994 - present
- Okeechobee Chamber of Commerce - Member, 1995 - present
- Jobs & Education Partnership (Region 20) - Board Member, 1997 - 2002
- Economic Counsel of Okeechobee - Member, 1998 – 1999, 2002 - 2006
- Rotary Club of Okeechobee – Member, 2000 – Present (Paul Harris Fellow)

**APPROVED APPRAISER WITH (Partial List of Clients):**

Riverside National Bank (also Reviewer)	Bank of America	Farm Credit of South Florida
First National Bank and Trust Co.	First Union National Bank	Regions Bank
SunTrust	US Department of HUD	Indiantown National Bank
Numerous Mortgage Companies	National City	Seacoast National Bank
So. Fl. Water Management District	Florida Dept. of Env. Protection	US Army Corps. Of Engineers
Florida Communities Trust	Martin County	Okeechobee County
S. Fl. Dept. Of Corrections	Fla. Dept. of Transportation	City of Okeechobee
Warner, Fox, Seeley, Dungey	Wright, Ponsoldt & Lozeau	Cassels & McCall
First State Bank	Glades County	Grand Bank

**PROPERTY TYPES APPRAISED (Partial list):**

Res. Multi-Family & Single-Family	Medical Office	Churches
Condominiums	Retail Strip Centers	Animal Clinics
Townhomes	Mixed Use Properties	Easements
Restaurants	Eminent Domain	Agricultural Acreage
Professional Office Buildings	Residential Subdivisions	RV/Mobile Home Parks

**D. ROBERT WILLSON, MAI, CCIM**  
**FLORIDA STATE-CERTIFIED GENERAL APPRAISER #0001521**  
**FLORIDA LICENSED REAL ESTATE BROKER**  
**PROFESSIONAL QUALIFICATIONS CONT'D**

[Page 4]

**PROPERTY TYPES APPRAISED (Partial list, Cont.):**

Convenience Stores/Gas Stations	Vacant Acreage- various types	Industrial Buildings
Shopping Centers	Hotel/Motels	FDOT Borrow Pit
Day Care Facilities	Dairy Farms	Stand-alone Drug Store
Funeral Homes	Marina	Golf and Country Club
Mango Grove	Sugar Cane Property	Rural Airport Facility
Mini-Bay Storage Facilities	Development Right Easements	Alligator Farm
Automotive Sales Centers	Automotive Repair Facilities	

**MAIN TERRITORIES – STATE OF FLORIDA**

**Appraisal**

Okeechobee County (Office Location)  
Martin County  
St. Lucie County  
Glades County  
Hendry County  
Highlands County  
Desoto County

**Review, Mediation and Litigation Services**

All Florida Counties

**FUNCTION OF APPRAISALS-SERVICES**

Appraisal and appraisal review experience for financing, legal proceedings, expert witness, estate planning, tax issues, and condemnation. Mediation and appraisal management services for litigation are also available.

(10/09)