

QUALIFICATION OF NORMA J. ZELL

Real Estate Appraiser

State of Oregon Appraisal License No. L000141

GENERAL AND SPECIAL EDUCATION

American Institute of Real Estate Appraisal, National
Standards of Professional Practice Course 8-3, 1991
Real Estate Appraisal Practice Course 8-1, 1991
American Institute of Real Estate Appraisal, Regional
Residential Valuation Course R2/G2, 1991
Real Estate School of Oregon
Real Estate Sales Exam Preparation Courses, 1976
Bassett College, Portland, Oregon
Merchandise Management and Retailing, Associates Degree 1969
Portland Community College
Liberal Arts, 1967

SEMINARS AND LICENSE RENEWAL EDUCATION

Fannie Mae and the Appraisal Process, FNMA,
“Appraisal in the Twenty-first Century, A Fannie Mae Update”, AIREA,
Loss Prevention Seminar, AIREA,
Special Purpose Properties, AIREA,
Open Space Acquisition and the Appraiser, AIREA
West Side Real Estate Forecast Conference, AIREA and Beaverton Chamber of
Commerce,
West Side Real Estate Forecast Conference, AIREA and Beaverton Chamber of
Commerce,
West Side Real Estate Forecast Conference, Wells Fargo and AIREA,
Introduction to Review Appraisal, McKissock Data Systems,
The ACLB Administrative Rules and USPAP Violations Overview, Marylhurst College, The ACLB,
Standards of Professional Practice, Part A, AIREA,
Intro to Review Appraisal, McKissock Data Systems,
ACLB and USPAP Administrative Rules Overview, AIREA,
How to Recognize and Evaluate the Ugly House Seminar,
Annual Housing Forecast, Home Builders Association of Metropolitan Portland,
How to Recognize and Evaluate “The Ugly House”, AIREA,
New FannieMae Forms & Guidelines, CIRCA ,
Finding Value in “Green Buildings” i.e., an Appraisers Guide to Sustainable Buildings

GENERAL EXPERIENCE AND QUALIFICATIONS

Currently appraising single-family residential properties, small income properties, and vacant land with Zell and Associates, Appraisers and Counselors. Approved F.H.A./H.U.D. appraiser. In addition, providing professional assistance in data research, development and preparation of commercial assignments (primarily residential sub-division work), with tenure beginning January 1989. Two years real estate experience as a licensed sales associate, with Shelter Properties, Inc.,

Resume of Qualifications, NORMA J. ZELL, continued
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PROFESSIONAL AFFILIATION

Residential Associate Member, The Appraisal Institute; Member No. 377845

SAMPLE OF RECENT APPRAISAL ASSIGNMENTS AND PROPERTY TYPES

Single Family residential properties (both attached and detached), condominium, duplex, and townhome dwellings in the Portland, Gresham, Lake Oswego, West Linn, Tualatin, Tigard, Beaverton, Hillsboro, Cornelius, Newberg and surrounding communities and cities. 50% completed in the new-construction market.

Tax Appeal preparation. Estate Work. Appraisal assistance of Complex properties \$800,000 to \$5,000,000.

SAMPLE OF CLIENTS SERVED

Lending Institutions

- Action Mortgage
- First Security Bank
- Country Wide Funding
- Liberty Mutual
- US Bank/US Bancorp Mortgage
- Chase Manhattan
- Seafirst Mortgage
- West One Mortgage
- Washington Mutual
- Pacific First Bank
- Fannie Mae
- Commercial Bank
- Key Bank
- Westlake Financial
- Agape Mortgage
- M & T Mortgage

Corporations

- Costa-Pacific Homes
- Maywood Corporation
- Morisette Homes
- Dolphin Development
- Chaffey Homes
- Arbor Custom Homes
- J.C. Reeves Custom Homes
- West Hills Development

Other Clients

- Habitat for Humanity
- Portland Area Home Builders Association
- Associates Relocation Management Company, Inc.