

# **QUALIFICATIONS OF KYLE D. NEWLAND, MAI**

Appraiser and Partner with Moore and Shryock  
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## **PROFESSIONAL AFFILIATIONS AND CERTIFICATIONS**

Missouri State Certified General Real Estate Appraiser No. 2011014420  
Appraisal Institute Designated Member No. 514832  
Missouri Real Estate Salesperson No. 2010002654  
National Association of Realtors  
Missouri Association of Realtors  
Columbia Board of Realtors  
Northeast Central Association of Realtors  
Bagnell Dam Association of Realtors  
Sedalia/Warsaw Board of Realtors  
Jefferson City Board of Realtors

## **EDUCATIONAL BACKGROUND**

### **University of Missouri-Columbia**

Bachelor of Science in Business Administration (2008)  
*Dual Emphasis: Finance & Banking*  
Real Estate

### **Appraisal Institute Courses**

Basic Appraisal Principles	2008
Basic Appraisal Procedures	2008
Real Estate Finance, Statistics, and Valuation Modeling	2008
15-Hour National USPAP Course	2008
General Appraiser Income Approach (Part 1)	2008
General Appraiser Market Analysis and Highest & Best Use	2008
General Appraiser Income Approach (Part 2)	2008
Advanced Income Capitalization	2009
General Appraiser Sales Comparison Approach	2009
General Appraiser Site Valuation & Cost Approach	2009
General Appraiser Report Writing and Case Studies	2009
Report Writing and Valuation Analysis	2009
Business Practices and Ethics	2009
Advanced Sales Comparison and Cost Approaches	2009
Advanced Applications	2009
Fundamentals of Separating Real Property, Personal Property, and Intangible Business Assets	2012
The Appraiser as an Expert Witness	2013

### **Continuing Education Seminars**

Hotel Appraisal	2010
General Demonstration Appraisal Report Writing	2011
Property Obsolescence & Marketability Analysis	2011
7-Hour National USPAP Update Course	2012
Analyzing Distressed Real Estate	2012
Business Practices and Ethics	2012
Eminent Domain and Condemnation	2012
Subdivision Valuation	2012
7-Hour National USPAP Update Course	2014
Advanced Internet Search Strategies	2014
Trial Components: Recipe for Success or Disaster?	2014
The Valuation of Bank Branches	2014
Evaluating Commercial Construction	2015
7-Hour National USPAP Update Course	2016
Real Estate Risk – Review Appraising & Risk Management in Banking	2016
Commercial Appraisal Review	2016
Myths in Appraiser Liability	2017
Economic Forecast Update	2017
Real Estate Risk	2017
Business Practices and Ethics	2018
7-Hour National USPAP Update Course	2018
Supervisory Appraiser/Trainee Appraiser Course	2018

### **STATEMENT OF CERTIFICATION STATUS**

The Appraisal Institute and the State of Missouri conduct a program of continuing education for its members. Appraisers who meet the minimum standards of this program are awarded periodic educational certification. I am certified under these programs.

### **GEOGRAPHIC AREA OF APPRAISAL**

Mid-Missouri and surrounding areas.

### **APPRAISAL EXPERIENCE**

Full time general real estate appraiser since January 2009, with experience appraising retail, office, industrial, subdivision, agricultural, residential, and special-use properties.