

QUALIFICATIONS OF KYLE NEWLAND, MAI

Partner / Senior Designated Commercial & Residential Appraiser

Moore and Shryock / Property Research Company
2419 Hyde Park Road, Suite A, Jefferson City, Missouri 65109
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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
Jefferson City Board of Realtors
Greater Springfield Board of Realtors
Ozark Gateway Association 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
Analyzing Distressed Real Estate	2012
Advanced Internet Search Strategies	2014
Trial Components: Recipe for Success or Disaster?	2014
The Valuation of Bank Branches	2014
Evaluating Commercial Construction	2015
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
Supervisory Appraiser/Trainee Appraiser Course	2018
Subdivision Valuation (most recent)	2018
Residential Report Writing and Case Studies	2018
Eminent Domain and Condemnation (most recent)	2018
Opportunity Zones	2019
Analyzing Operating Expenses (most recent)	2022
FHA Appraising – Principles and Procedures	2022
Appraiser's Guide to Expert Witnessing	2022
Business Practices & Ethics (most recent)	2023
Expand Your Practice: Arbitration Do's & Don'ts	2023
Residential & Commercial Valuation of Solar	2023
Inconsistency: It's Hiding in Plain Sight in Your Appraisal	2023
Aerial Inspections for Real Estate Appraisers	2023
Appraiser's Guide to the New URAR	2026
7-Hour National USPAP Update Course (most recent)	2026
National Valuation Bias and Fair Housing Laws and Regulations	2026
Uniform Appraisal Standards for Federal Land Acquisitions (Yellow Book)	2026

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

Experience throughout the state, as well as Illinois and Arkansas.

APPRAISAL EXPERIENCE

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