

QUALIFICATIONS OF KYLE D. NEWLAND, MAI

Partner / Senior Designated Commercial & Residential Appraiser

Moore and Shryock / Property Research Company
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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
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
Subdivision Valuation	2018
Residential Report Writing and Case Studies	2018
Eminent Domain and Condemnation	2018
Analyzing Operating Expenses	2018
Opportunity Zones	2019
7-Hour National USPAP Update Course	2020
7-Hour National USPAP Update Course	2022
Analyzing Operating Expenses	2022
FHA Appraising – Principles and Procedures	2022
Appraiser’s Guide to Expert Witnessing	2022
Business Practices & Ethics	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

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