

**PROFESSIONAL QUALIFICATIONS**  
**of**  
**VICKI BRIGGS, MAI**

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**Profile**

Entered the real estate field in 1980 as a real estate broker, with education, training and experience in property management, real estate sales and leasing. Commercial real estate appraiser since 1987. Partner in the firm of *Sierra West Valuation*, specializing in eminent domain real estate appraising, since 1995. MAI - Member of the Appraisal Institute, since 1995. Experience includes the preparation and review of appraisal reports, appraisal review reports, feasibility studies, and consulting on real estate and eminent domain related issues for private property owners, lenders, business owners and government clients.

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**Education**

*Formal Education*

California State University, Sacramento

B.S. Degree, 1979, Business Administration major; Real Estate Land Use concentration

*Specialized Education:*

▪ **Appraisal Institute Courses:**

Appraisal 1A-1, Real Estate Appraisal Principles – 1988  
Appraisal 1A-2, Basic Valuation Procedures – 1988  
Appraisal 1B-A, Capitalization Theory and Techniques, Part A – 1988  
Appraisal 1B-B, Capitalization Theory and Techniques, Part B – 1988  
Course 021, Case Studies In Real Estate Valuation – 1992  
Course 520, Highest and Best Use and Marketability Analysis – 1993  
Course 540, Report Writing and Valuation Analysis – 1994  
Course 420, Standards of Professional Practice, Parts A & B – 1994  
Course 430, Standards of Professional Practice, Part C – 2000  
The Masters Course, 3/2000  
Course 720, Condemnation Appraising, Advanced Topics - 2001  
Appraisal Consulting – 4/03  
Land Valuation Adjustment Procedures & Assignments– 10/03  
Contemporary Issues Relative to Corridor & Goodwill Valuation – 9/03  
Course 400 - National USPAP Update – 3/2004 & 9/05  
Support for Capitalization Rates – 10/04  
Business Practices & Ethics – 9/05  
Eminent Domain – CA Case Update – 9/05  
Subdivision Valuation – 10/05  
Uniform Appraisal Standards for Federal Acquisitions “Yellow Book Seminar” -12/06  
Real Estate Finance, Statistics, and Valuation Modeling – 3/07  
Attacking and Defending the Appraisal in Litigation – 10/07  
Current Issues and Misconceptions in Appraising – 10/07  
Course 707–Valuation of Conservation Easements–(Cert. of Completion rec'd 9/2009)  
Introduction to Green Buildings: Principles & Concepts – 5/4/2011  
Diminution of Value and Severance Damages – 10/21/2011  
Course 824 – Appraising the Appraisal: Appraisal Review – General – 3/15/2012  
National USPAP Update Course – 2012-2013 Edition – 05/2012  
Attacking and Defending an Appraisal in Litigation – 10/2012  
Course 853-GRD: Review Theory – General – 04/2014  
Tahoe Litigation Conference 2014 -10/2014

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*Specialized Education (con't)*

▪ ***International Right of Way Association (IRWA) Courses:***

Course 401, The Appraisal of Partial Acquisitions – 1995  
How to Plan and Execute a Successful Right-of-Way Project – 11/95  
Course 802, Legal Aspects of Easements – 11/98  
Course 403, Easement Valuation – 11/98  
Course 502, Business Relocation – 6/01  
Reviewing Eminent Domain Appraisals – 6/01  
Course 900, Principles of Real Estate Engineering- 2/03  
Course 800, Principles of Real Estate Law – 2/03  
Course 200, Principles of Real Estate Negotiations – 3/03  
Course 901, Engineering Plan Development & Application – 4/04  
Course 431, Problems in the Valuation of Partial Acquisitions – 2/15

**Other Related Courses and Seminars:**

*Dale Carnegie* – Effective Communication & Interpersonal Skills – 1/03-4/03  
Continuing Legal Education – 3<sup>rd</sup> Annual Eminent Domain Conference – 11/2000  
Attorneys, Appraisers, & Real Estate Update Seminar; Appraisal Institute – 9/98  
Internet Search Strategies for Real Estate Appraising; Appraisal Institute – 7/98  
Analyzing Operating Expenses; Appraisal Institute - 1/97  
Environmental Issues in the Sacramento Area; Appraisal Institute – 6/96  
Large Scale Development Issues, Solutions and Risks; Appraisal Institute – 6/96  
Federal and State Laws and Regulations; Appraisal Institute – 11/95  
Commercial Construction Seminar; Appraisal Institute – 6/93  
Appraisal Regulations of Banking Institutions; Appraisal Institute – 2/91  
Commercial Construction Seminar; AIREA – 3/89  
Various Property Management Seminars - Institute of Real Estate Management

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**Professional Affiliations and Licenses**

*Certified California General Real estate Appraiser (CA License No. AG008234)*  
*MAI Member of the Appraisal Institute*  
*Member, International Right of Way Association*

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**The following represents a listing of property types appraised by Vicki Briggs, MAI as principal and/or associate appraiser:**

Vacant office, retail, commercial, industrial and residential land  
Office buildings  
Warehouse buildings  
Residential subdivisions and raw land  
Manufacturing and distribution buildings  
Special purpose properties (surgery center, mini-storage, restaurant, etc.)  
Retail strip centers  
Mixed-use projects  
Apartment complexes  
Pipeline and roadway projects  
Partial acquisitions