

## **APPRAISER QUALIFICATIONS**

**RICHARD LANIER PARLI, MAI**  
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### **FORMAL EDUCATION**

- Bachelor of Arts, Randolph-Macon College, 1969
- Master of Business Administration, The Pennsylvania State University, 1972

### **APPRAISAL EDUCATION**

#### **Recent Courses:**

Residential Valuation (AI Course 8-2), 3/88  
Capitalization Theory & Techniques (AI Course 1BB), 10/90  
Highest & Best Use and Market Analysis (AI Course 520), 6/93  
Advanced Sales Comparison & Cost Approaches (AI Course 530), 6/95  
Residential Market Analysis & Highest and Best Use, 4/08  
General Market Analysis & Highest and Best Use, 4/10  
Standards of Professional Practice, 2009

#### **Recent Seminars:**

Appraisal of Fractional Interests (AI, 6/91)  
Appraising Residential & Commercial Real Estate in a Distressed Market (AI, 6/91)  
Discounted Cash Flow Analysis (AI, 4/92)  
Subdivision Analysis (AI, 4/92)  
Regression Analysis: The Appraisal Approach of the Future (AI, 4/95)  
The Appraiser as Expert Witness (AI, 4/96)  
Small Hotel/Motel Valuation (AI, 3/97)  
Shopping Centers: How to Build, Buy & Redevelop (ULI, 4/97)  
Valuation of Detrimental Conditions in Real Estate (AI, 3/98)  
Auto Dealership Valuation (WANADA, 10/98)  
Income Valuation of Small, Mixed-Use Properties (AI 5/99)  
The Masters Class (AI 11/99)  
Uniform Appraisal Standards for Federal Land Acquisitions (5/02)  
Computer Enhanced Cash Flow Modeling (3/04)  
Appraisal Curriculum Overview (9/08)  
Eminent Domain (CLE International, 4/10)

### **REAL ESTATE AND APPRAISAL EXPERIENCE**

1969-1970	Mortgage Loan Officer for B.F. Saul Company Chevy Chase, Maryland
1972-1973	Residential Construction Loan Officer & Appraiser for B.F. Saul Company Chevy Chase, Maryland
1973-1975	Field Appraiser for The American Appraisal Co. Milwaukee, Wisconsin
1975 - present	Field Appraiser, President, Parli Appraisal, Inc. Fairfax, Virginia

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### **PROFESSIONAL AFFILIATIONS**

The Appraisal Institute - MAI (1982 to present)  
Government Relations Committee Member (National), 2006 - 2010  
Education Committee Member (National), 2005  
Vice-Chairman, Curriculum Sub-Committee (National), 2002-2004  
Chairman, Admissions Committee, Washington, D.C. Chapter, 1988-1990  
Director, Washington, D.C. Chapter, 1990 - 1995  
President, Washington, D.C. Chapter, 1995  
Certified General Real Estate Appraiser - State of Virginia (#4001 001097)  
Certified General Real Estate Appraiser - State of Maryland (#10526)  
Certified General Real Estate Appraiser – District of Columbia (#GA 10899)  
Northern Virginia Board of Realtors - Broker (1986 to present)  
Washington Area New Car Dealers Association (WANADA) - Kindred Member (1993 to present)  
Lambda Alpha International – Honorary Land Economics Society (2004 to present)  
Real Estate Counseling Group of America – Principal Member (2005 to present)

### **ACADEMIC ACTIVITIES**

<b>The Appraisal Journal</b> –	Review Panel 2000 - present
<b>Instructor</b> , Appraisal Institute –	Advanced Capitalization Techniques 1990 to 2004
<b>Instructor &amp; Chief Reviewer</b> , Appraisal Institute –	Highest & Best Use and Market Analysis 1993 to 2007
<b>Instructor &amp; Course Reviewer</b> , Appraisal Institute –	Advanced Sales Comparison and Cost Approaches 1998 to present
<b>Instructor &amp; Course Co-Developer</b> , Appraisal Institute –	Appraisal Curriculum Overview 2008 to present
<b>Instructor &amp; Course Developer</b> , Appraisal Institute –	General Market Analysis and Highest & Best Use 2009 to present
<b>Instructor &amp; Course Co-Developer</b> , Appraisal Institute –	Advanced Market Analysis and Highest & Best Use 2010 to present
<b>Professional Faculty Member</b> -	Johns Hopkins University Graduate School of Real Estate 2010 to present

### **Instructor - Lectures/Seminars:**

Capitalization Theory - U.S. Department of Housing & Urban Development, 8/28/95  
Highest & Best Use Commercial Case Studies (AI) – Various locations 2000 - 2008  
Highest & Best Use Concepts – Various locations 2001 – 2006  
Market Analysis & Site To Do Business (AI) – Various locations 2005 – 2007  
Appraisal Curriculum Overview (AI) – Premier offering 5/18/2008

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### **AUTHORSHIP:**

#### **Articles:**

- "What's Financial Feasibility Got To Do With It?" Appraisal Journal, October 2001
- "Risk and Reasonableness for Nonmarket Occupancy" Appraisal Journal, April 2003 (W/ Jeffrey D. Fisher, PhD)
- "A Higher and Better Definition" Appraisal Journal, Winter 2004 (W/ David C. Lennhoff, MAI, SRA)
- "A Higher and Better Definition" Right of Way, November/December 2004 (W/ David C. Lennhoff, MAI, SRA)
- "Disassembling Assemblage" Appraisal Journal, Summer 2005
- "The Education of a Profession" Appraisal Journal, Fall 2007
- "Apartment Market Analysis" Appraisal Journal, Winter 2008
- "Risk and Reasonableness for Nonmarket Occupancy, A Second Look During A Recession" Appraisal Journal, Winter 2010 (W/ Jeffrey D. Fisher, PhD)

#### **Books:**

- The Valuation of Apartment Properties, Appraisal Institute, 2007 (W/ Arlen C. Mills, MAI & Anthony Reynolds, MAI)

### **AWARDS:**

- Armstrong/Kahn Award – Awarded by the *Appraisal Journal* for "most outstanding original article" 2005 (with co-author David C. Lennhoff), "A Higher and Better Definition"
- Armstrong/Kahn Award – Awarded by the *Appraisal Journal* for "most outstanding original article" 2006, "Disassembling Assemblage"

### **REGULAR APPRAISAL ASSIGNMENTS COMPLETED FOR:**

Verizon Communications	Numerous Attorneys	WMATA
National Park Service	Loudoun County Government	Internal Revenue Service
Dominion Power	US Department of Justice	Chevy Chase Bank
Fairfax County Government	Arlington County Government	VA Department of Transportation

### **QUALIFIED EXPERT WITNESS:**

Alexandria City, Virginia Circuit Court	Stafford County, Virginia Circuit Court
Arlington County, Virginia Circuit Court	U.S. Bankruptcy Court for the Eastern District of Virginia
Fairfax County, Virginia Circuit Court	U.S. Tax Court, Washington, D.C.
Prince William, Virginia Circuit Court	U.S. District Court for The District of Columbia
Loudoun County, Virginia Circuit Court	Virginia Corporation Commission