

# **MARK A. MUNIZZO, MS, MAI, CAE, RWAC, IFAS, ASA, CIAO**

## EDUCATION

The University of St. Thomas, Minneapolis, MN – Master of Science in Real Estate Appraisal  
St. Norbert College, De Pere, WI – Bachelor of Business Administration

## MEMBERSHIP

Appraisal Institute – MAI Designated Member  
International Association of Assessing Officers – CAE Designated Member  
National Association of Independent Fee Appraisers – IFAS Senior Designated Member  
American Society of Appraisers – ASA Designated Member  
International Right of Way Association – RW/AC Appraisal Member  
Illinois Property Assessment Institute – CIAO Designated Member  
Illinois Coalition of Appraisal Professionals – Past Board Member

## LICENSURE

State of Illinois Certified General Real Estate Appraiser License # 553.000025

## PROFESSIONAL EXPERIENCE

Adjunct Professor – Master of Real Estate Program – Roosevelt University Chicago  
Adjunct Professor – Bachelor of Real Estate Program – Roosevelt University Chicago  
Appraisal Qualification Board – Subject Matter Expert National Exams and Occupation  
Certified Uniform Standards of Professional Appraisal Practice National Instructor Since 2002  
Served on both Education and Advisory Councils for the Appraisal Foundation, Washington DC  
Served on the University Task force for The Appraisal Foundation, Washington DC  
Exams Committee Member for The Uniform Standards of Professional Appraisal Practice  
Subject Matter Expert for The Appraisal Foundation & AMP National Appraisal Exam Service  
National Instructor for The Appraisal Institute  
National Instructor for the National Association of Independent Fee Appraisers  
National Instructor of the Year Award Recipient NAIFA twice received (2004 and 2017)  
Paul Wetzel Lifetime Achievement Award Recipient for Real Estate Appraisal 2017  
National Instructor for the American Society of Appraisers  
Approved Instructor for the International Association of Assessing Officers  
Instructor for the Equity Education Company  
Past Instructor Prairie State University, and Moraine Valley Community College  
Served as review Editor for The Dearborn Real Estate Education Company  
Served as review Editor for The Dearborn Financial Press  
IDECC/ARELLO Certified Distance Learning Instructor since 2010  
October 1989 to Present - Owner Equity Evaluation Services  
August 1985 to Present - Full Time Real Estate Appraiser  
June 1980 to August 1985 - Part Time Real Estate Appraiser

## APPRAISAL ASSIGNMENTS

Properties include Vacant Land, Commercial, Industrial, Income Producing, Residential, Agricultural Use, Special Use, Condemnation and Acquisition, Corridor Valuation, Easements, Ad Valorem Tax appeals for property owners as well as consultant to several Township and County Assessors and school districts, consultant to complex appraisal and real estate issues, qualified expert witness and court testimony

## TEXTBOOK AND QUALIFYING EDUCATION AUTHOR

Author: Credibility and Liability: Litigation in Valuation  
Equity Education Company 2020

Author: The Appraiser as an Expert Witness: Preparation and Testimony, First Published by The  
Equity Education Company 2017

Author: Development of The Great Metropolis of Chicago, First Published by The Equity  
Education Company 2017

Consulting Editor/Author: The Language of Real Estate Appraisal, Dearborn Real Estate  
Co-Authors Jeffrey Fisher PhD, Robert Martin, Paige Mueller

Co-authored Advanced Residential Applications and Case Studies, First published by Dearborn  
Real Estate Education, 2009

Co-authored General Sales Comparison Approach, First published by Dearborn Real Estate  
Education, 2009

Co-authored General Report Writing and Case Studies, First published by Dearborn Real Estate  
Education, 2009

Co-authored General Income Approach, First published by Dearborn Real Estate Education,  
2009

Co-authored Residential Sales Comparison and Income Approaches, First published by Dearborn  
Real Estate Education, 2008

Co-authored Residential Report Writing and Case Studies, First published by Dearborn Real  
Estate Education, 2008

Co-authored General Site Valuation and Cost Approach, First published by Dearborn Real Estate  
Education, 2008

Co-authored Basic Appraisal Principles, First published by Dearborn Real Estate Education 2007

Co-authored Basic Appraisal Procedures, First published by Dearborn Real Estate Education  
2007

TEXTBOOK AND QUALIFYING EDUCATION AUTHOR – Continued

Co-authored Residential Market Analysis and Highest and Best Use, First published by Dearborn Real Estate Education, 2007

Co-authored Statistics, Modeling, and Finance, First published by Dearborn Real Estate Education, 2007

Co-authored Residential Site Valuation and Cost Approach, First published by Dearborn Real Estate Education, 2007

Co-authored the Language of Real Estate Appraisal, First published by Dearborn Real Estate Education, 2005

SAMPLE OF COURSES AND SEMINARS COMPLETED

Assessment Appeal Appraisal Report Writing  
The Valuation of Partial Interests  
Problems in The Valuation of Partial Interests  
The Nuts and Bolts of a Real Property Tax Appeal & Mock Trial  
Standards of Practice for the Right-of-Way Professional  
Sexual Harassment & Discrimination  
Quantitative Analysis  
Fairness Transparency and Professionalism to the Property Tax System  
Bifurcated and Hybrid Appraisal Assignments  
Introduction to The Uniform Appraisal Database  
Collateral Underwriting for Fannie Mae  
The Appraisal of Breweries  
Supervisory Appraiser  
Assessment Administration  
Condemnation Appraising: Advanced Principle and Techniques  
Highest and Best Use Market Analysis  
Condemnation Appraising: Basic Principle and Techniques  
The Appraiser as an Expert Witness: Preparation and Testimony  
Advanced Applications of Appraisal Concepts and Techniques  
Environmental Hazards and Contaminated Properties  
Property Valuation for Assessments  
Commercial Assessment Practices  
Residential Assessment Practices  
Mass Appraisal Techniques  
Advanced Sales Comparison and Cost Analysis  
Basic Assessment Practices  
Mass Appraisal Statistical Modeling for Residential Properties  
Advanced Report Writing and Valuation Analysis  
Advanced Income Capitalization  
Marshall & Swift Cost Valuation for Commercial Property

SAMPLE OF COURSES AND SEMINARS COMPLETED – Continued

Marshall & Swift Cost Valuation for Residential Property  
American National Standard for Measuring Residential Property  
The Uniform Appraisal Standards for Federal Land Acquisitions 2002, 2016, 2023  
Uniform Standards of Professional Appraisal Practice – Every Edition  
Advanced Blueprint reading  
Residential Valuation  
Best Practices for Real Estate Appraisal  
Basic Valuation Procedures  
Financial Analysis of Income Properties  
Introduction to Income Property Appraising  
Techniques of Income Property Appraising  
Advanced Income Property Appraising  
Non-Residential Report Writing  
Uniform Residential Appraisal Report Writing  
Advanced Techniques in Investment Feasibility  
The Money Market and its Impact on Real Estate  
Advanced Demonstration Report Writing  
Real Estate Appraisal Principles  
Basic Valuation for HUD properties  
The Business Appraisal  
The FHA Appraisal Report  
Income Capitalization Part I & Part II  
Blueprint Reading  
HUD Review Requirements  
HUD 203K Program-Mortgage & Appraisal Procedures  
Real Estate Financial Analysis: Using the HP - 12C Calculator  
Principles of Farm, Ranch, and Rural Properties  
Case Study in Multi-Family Appraising  
Appraising FHA Properties  
Business Valuation  
Alternative Appraisal Report Forms

SAMPLE OF COURSES AND SEMINARS PRESENTED AS AN INSTRUCTOR

The ABC's of Expert Witness Testimony  
Credibility and Liability: Litigation in Valuation  
Multiple Regression Analysis in Real Estate Appraisal  
Quantitative Analysis  
Uniform Standards of Professional Appraisal Practice 2020-2021  
Real Estate Finance and Investment: Risk and Opportunities  
Advanced Income Analysis  
The Uniform Appraisal Standards for Federal Land Acquisitions 2002, 2016, 2018  
The Appraiser as an Expert Witness: Preparation and Testimony  
The Development of The Great Metropolis of Chicago

SAMPLE OF COURSES AND SEMINARS PRESENTED AS AN INSTRUCTOR – Continued

Uniform Standards of Professional Appraisal Practice 2018-2019  
Liability and Mock Trial  
Advanced Spreadsheets using Excel  
Identifying Comparable Properties  
Developing and Supporting Adjustments Using Excel  
Uniform Standards of Professional Appraisal Practice 2016-2017  
Market Feasibility and Analysis for Commercial Appraisers  
HUD Single Family Housing Policy Handbook 4000.1  
Developing and Supporting Adjustments  
Collateral Underwriter and the Future of Appraising  
Uniform Standards of Professional Appraisal Practice 2014-2015  
Understanding Highest and Best Use  
Six Functions of a Dollar Revisited  
Better Safe Than Sorry: A Market Analyst's Approach  
Residential Reporting: Hitting All of the bases  
The Appraisal of Green Houses  
FBI and GSE Best Practice Seminar  
Uniform Standards of Professional Appraisal Practice 2012-2013  
General Report Writing and Case Studies  
Fannie Mae Selling Guide  
Supervising Beginning Appraisers  
Best Practices for Real Estate Appraisal Forum  
Institutional Fraud  
FHA Current Appraisal Requirements  
Understanding the Message: An underwriter's Approach to Appraising  
2-4 Family and Multi-Family Property Appraising  
Uniform Standards of Professional Appraisal Practice 2010-2011  
Highest and Best use Analysis  
Appraiser Independence Regulations Dodd/Frank  
Illinois Law and Administrative Code  
Appraisers Guide to Environmental Issues  
Appraising in a Foreclosure Market  
The Cost Approach for Residential Properties  
Uniform Standards of Professional Appraisal Practice 2008-2009  
Valuing Real Estate in a Changing Market  
Residential Analysis for Small Income Appraisal  
Easements, Profit, and Licenses in Land  
Fannie Mae Updated property Guidelines  
Uniform Standards of Professional Appraisal Practice 2006-2007  
Understanding and Using Comparable Transactions  
Non-Residential Report Writing  
Uniform Standards of Professional Appraisal Practice 2005  
Is the Comparable comparable?  
Uniform Standards of Professional Appraisal Practice 2004  
The Cost Approach to Value Using Marshall Swift Boekh's Publication

SAMPLE OF COURSES AND SEMINARS PRESENTED AS AN INSTRUCTOR – Continued

Uniform Standards of Professional Appraisal Practice 2003  
Dissection of the Residential Appraisal report  
Financial Analysis of Income Properties  
Uniform Standards of Professional Appraisal Practice 2002  
Introduction to Income Property Appraising  
Advanced Blueprint Reading  
Calculating Gross Living Area using the ANSI Standard  
Legal Descriptions  
Techniques of Income Property Appraising  
Limited Scope Appraisals and the Uniform Standards of Appraisal Practice  
Introduction to The Automated Valuation Model  
Uniform Standards of Professional Appraisal Practice 2001  
American National Standard for Measuring Residential Property  
Uniform Standards of Professional Appraisal Practice 2000  
Financial Analysis using the HP-12C  
Uniform Standards of Professional Appraisal Practice 1999  
Mobile and Manufactured Homes  
Marshall & Swift Cost Valuation for Commercial Property  
Blueprint Reading  
The Americans with Disability Act and its effect on Real Property Valuation  
Marshall & Swift Cost Valuation for Residential Property  
Basic Valuation for HUD properties and HUD Manual update  
Uniform Standards of Professional Appraisal Standards 1998  
The FHA Appraisal Report  
Alternative Appraisal Report Forms

STATE OF ILLINOIS GENERAL CERTIFICATION

