

## QUALIFICATIONS OF RICHARD J. EXTON

### EDUCATION -

Bachelor of Arts in Economics, 1982, University of Tennessee

#### Appraisal Courses

Course 101 - Introduction to Appraising Real Property - SREA - October, 1983  
Course 102 - Applied Residential Property Valuation - SREA - March, 1984  
Course 201 - Principles of Income Property Appraising - SREA - October, 1984  
Course 1A1 - Real Estate Appraisal Principles - AIREA - March, 1985  
Course 1A2 - Basic Valuation Procedures - AIREA - March, 1985  
Course 1BA - Capitalization Theory and Techniques, Part A - AIREA - Sept., 1985  
Course 1BB - Capitalization Theory and Techniques, Part B - AIREA - Sept., 1985  
Course 202 - Applied Income Property Valuation - SREA - March, 1986  
Course 7 - Industrial Valuation - AIREA - September, 1986  
Course 2-1 - Case Studies in Real Estate Valuation - AIREA - August, 1987  
Course 2-2 - Valuation Analysis and Report Writing - AIREA - August, 1987  
Course 6 - Investment Analysis - AIREA - June, 1990  
Course 4 - Litigation Valuation - Appraisal Institute - February, 1991  
Course SPP - Standards of Professional Practice, Part A & B - Appraisal Institute - 1991 & 1996  
Course SPP - Standards of Professional Practice, Part C - Appraisal Institute - 2000  
Course SPP - National Standards of Professional Practice - Appraisal Institute - 2003, 2005, 2007, 2008  
Various appraisal and general real estate seminars

### EXPERIENCE -

Principal - Manier and Exton - Engaged exclusively in real estate appraisal work on a fee basis from January, 1994 to Present.

Senior Associate - William R. Manier, III and Associates - Engaged exclusively in real estate appraisal work on a fee basis from June, 1983 to December, 1993

### MEMBERSHIPS -

Tennessee State Certified General Real Estate Appraiser - CG-00000187

Associate Member (MAI) - Appraisal Institute

Middle Tennessee Chapter of the Appraisal Institute - Board of Directors - MAI Candidate Liaison - 1992-93

Tennessee Licensed Real Estate Broker

Greater Nashville Association of Realtors

Past President - 2006, President 2005, President Elect - 2004, Secretary-Treasurer - 2003,

Vice President - 1999, 2000, 2002

Board of Directors - 1992, 1999 - 2006

Realtor of the Year - 2003, 2002 President's Award

Building Search/Construction Committee, Chairman 2000 - 2003, 2008

Taxation Committee, Chairman - 1994

Nashville Multiple Listings Service

President - 1992, Vice President - 1991, Board of Directors - 1989-93

Tennessee Association of Realtors

Director - 1999, 2002 - 2006

Appraisal Committee - 1995-98, 2001 - 2002

National Association of Realtors - Director 2005

Appraisal Committee - 1995-96, 2004 - 2008

Housing Needs Committee - 2006

Nashville Area Junior Chamber of Commerce

President - 1993, President-Elect - 1992

Board of Governors - 1989 - 93

Chairman - Clinic Bowl State High School Football Championships - 1990

Nashville Area Chamber of Commerce, Board of Directors - 1993 - 94

Vanderbilt/Stallworth Rehabilitation Hospital, Advisory Board - 1990 - 1995

Leadership Nashville - Class of 1994, Alumni Board of Directors - 2001 - 02 and 2009 - 10

Fifty-Forward - Board of Directors - 2009 - 2012

### CLIENT BASE -

Retained by a variety of institutional, governmental, and private clients for the purposes of providing real estate appraisal services for a diversity of property types, including residential, commercial retail and service, industrial, agricultural, religious, and development. A listing of clients can be provided upon request.