

# JACK POE

## September 5, 2017

Jack Poe has been a commercial property valuation expert for 35 years, Mr. Poe served four years as an appraisal standard writer on the Appraisal Standards Committee of the Appraisal Institute and as one of two US citizens on an International Valuation Standards Council working group to develop International Valuation Standards for Investment Property Valuation. He has a General Review Specialist (AI-GRS) designation from the Appraisal Institute, a Master of Science degree in Real Estate Appraisal from the University of Saint Thomas, an MAI designation from the Appraisal Institute a Texas Real Estate Broker's License, and a bachelor's degree in finance from the University of Texas at Arlington. Mr. Poe has also served as President of the California not-for-profit Forensic Expert Witness Association (FEWA). He has testified as an expert witness in Federal Courts in Atlanta Georgia, Dallas Texas, Tyler Texas and Los Angeles California as well as Dallas, Collin, Grayson and Tarrant County Texas District Courts, and Nashville Tennessee Circuit Court. His specialties include routine and litigation support for appraisals of commercial real estate.



Mr. Poe is a father of five with eleven grandchildren who with his wife Betsy homeschooled their three youngest daughters. Jack and Betsy built the last two houses they have lived in, and 20 years ago they built on Lake Texoma to attract grandkids. He volunteers at church and as a fireman, and served as Chairman of the Board of the local fire department, was the founding President of the Grayson County Association of Fire Chiefs, and served on the Grayson County Emergency Planning Committee. Mr. Poe loves his work and can be reached at [jpoe@poeco.net](mailto:jpoe@poeco.net)

### Appraisal Institute (MAI) #7726

National (Elected) Chairman of the Board AI Holdings (2017)  
 National (Appointed) Director AI Holdings (2015-2017)  
 National (Elected) Vice-Chair Appraisal Institute Insurance Trust (2017)  
 National (Appointed) Trustee Appraisal Institute Insurance Trust (2014-2017)  
 National (Appointed) Chairman Experience Panel (2014-2017)  
 National (Appointed) Experience Panel (2008-2016)  
 National (Appointed) University Relations Panel (2014)  
 National (Appointed) Ethics Investigator (2012-2014)  
 National (Appointed) Demonstration Report Grader (2003-2017)  
 National (Appointed) Appraisal Standards Committee (2008-2011)  
 National (Appointed) Chairman Grievance Committee (2008)  
 National (Appointed) Chairman National Communications (2003-2004)  
 National (Appointed) Vice Chair Public Affairs Committee (2004)  
 National (Appointed) Hearing Committee Member (1992-1994)  
 Regional (Elected) Representative (1993-2017)  
 Regional (Elected) Nominating Committee (2015-2016)  
 Regional (Appointed) Admissions Committee (1992-1995, 2000-2003)

Regional (Appointed) Professional Standards Panel (1991-1993)  
 Chapter (Elected) Nominating Committee (2017)  
 Chapter (Elected) Education Committee (2016-17)  
 Chapter (Elected) Board of Directors (1996-1998, 2003, 2006-2008)  
 Chapter (Appointed) Nominating Committee (2008)  
 Chapter (Appointed) Chairman Public Relations Committee (2007)  
 Chapter (Elected) President (2002)  
 Chapter (Elected) Vice President (2001)  
 Chapter (Elected) Secretary (2000)  
 Chapter (Appointed) Sub Chair Admissions (1992-1995, 1999-2000)  
 Chapter (Appointed) Co-Chair Membership Development (2000)  
 Chapter (Elected) Treasurer (1999)  
 Chapter (Appointed) Chairman Finance Committee (1999)  
 Chapter (Appointed) Chairman Admissions Committee (1995-1998)  
 Chapter (Appointed) Legislative Committee (1992-1993)  
 Chapter (Appointed) Chairman Review and Counseling (1991, 1993)

### Forensic Expert Witness Association (FEWA)

National (Elected) Board of Directors (2010-2015)  
 National (Elected) President (2011)  
 National (Elected) Vice President (2010)  
 Chapter (Elected) Vice President (2014-2015)

Chapter (Elected) Board of Directors (2009-2017)  
 Chapter (Elected) President (2010)  
 Chapter (Elected) Vice President (2009)

### Other Professional Affiliations

International Valuation Standards Council  
 Investment Property Project Working Group (2012-2015)  
 Texas Real Estate Broker License #315079-21 (1984-2017)  
 Designated Realtor Member North Texas Commercial Association of Realtors (NTCAR) #18673

Member National Association of Realtors (NAR) #798500179  
 Member Texas Association of Realtors (TAR)  
 Member MetroTex Association of Realtors (GDAR)  
 Member Institute of Real Estate Management (IREM)

### Qualified as Expert Witness

Honorable Judge Harlin D. Hale (Dallas, TX - Federal)  
 Honorable Judge Robert McGuire (Waco, TX - Federal)  
 Honorable Judge Joyce Bihary (Tarrant County, TX - State)  
 Honorable Judge Houston Able (Tyler, TX - Federal)

Honorable Judge Margaret H. Murphy (Atlanta, GA - Federal)  
 Honorable Judge Geraldine Mund (Los Angeles, CA - Federal)  
 Honorable Judge Mark Rusch (Collin County, TX - State)  
 Honorable Judge Kevin D. Jones (Nashville, TN - District)

### State Certified General Real Estate Appraiser (Current)

Arizona	# 31412	Expires 01/31/2018
Arkansas	#CG-0476	Expires 05/03/2018
Colorado	# CG100054261	Expires 12/31/2017
Georgia	# 2903	Expires 10/31/2018
Kansas	# 2309	Expires 06/30/2018

Louisiana	# G1748	Expires 12/31/2018
Oklahoma	# 11372	Expires 10/31/2018
Oregon	# COO1142	Expires 10/31/2018
Texas	# 1320386-G	Expires 04/30/2019

### State Certified General Real Estate Appraiser (Past)

California	# AG016166	Michigan	# 1201002123	Wyoming	# 296
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### State Certified General Real Estate Appraiser Temporary Practice Permits (Past)

Alabama	# 3572	Missouri	# 2012026922	South Dakota	# 1202-T-2014
Colorado	# 11687	Nebraska	# GG212091T	Tennessee	# 54353, 57813
Florida	# 235	North Carolina	# 7545	Virginia	# 4001 00994
Idaho	# 3108	North Dakota	# TP212036	Washington	# 9102050
Illinois	# 172.0001738	New Mexico	# 1905	Wisconsin	#2167-10
Indiana	# TP21500690	Nevada			
Mississippi	# 1780	South Carolina	# 150-04		

### Civic

Chairman of the Board - Locust Volunteer Fire Department (Elected 2006)  
 President - Locust Volunteer Fire Department (Elected 1999 to 2005)  
 Treasurer - Grayson County Association of Fire Chiefs (Elected 2005)  
 President - Grayson County Association of Fire Chiefs (Elected 2004)  
 Grayson County Executive Planning Committee (County Court Appointed 2005)

### Experience

1985-2017 President - Jack Poe Company Incorporated Commercial Real Estate  
 1982-1985 Senior Commercial Real Estate Appraiser - Joseph Blake and Associates  
 1980-1981 Associates Corporation of North America (ACONA) - Series 7 General Securities Representative  
 1975-1980 Bachelor of Business Administration (BBA) Finance University of Texas at Arlington  
 1972-1974 Maintained and Operated Talos Missile Radar U.S. Navy Seaman - Honorable Discharge



# JACK POE

## September 5, 2017

### Colleges

**Master of Science Real Estate Appraisal  
University of Saint Thomas 2001**

**Real estate related courses successfully completed at UST**

Statistical Analysis for Real Estate Appraisal (1999)  
Urban Land Economics (1999)  
Market Analysis and Feasibility Studies (2000)  
Advanced Topics in Real Estate Appraisal (2000)  
Effective Communications (2000)  
Legal Issues in Valuation (2001)  
Master's Thesis (2001)

**Bachelor of Business Administration Finance  
University of Texas at Arlington 1980**

**Real estate related courses successfully completed at UTA**

Principles and Practices  
Real Estate Law  
Real Estate Finance  
Real Estate Marketing Strategies  
Investment Management  
Real Estate Contracts

### Continuing Education

AI Core - Real Estate Appraisal Principles (1983)  
AI Core - Basic Valuation Procedures (1983)  
AI Core - Capitalization Theory Part A (1984)  
AI Core - Capitalization Theory Part B (1984)  
AI Core - Case Studies in Real Estate Valuation (1985)  
AI Core - Valuation Analysis and Report Writing (1985)  
AI Core - Standards of Professional Practice (1986)  
AI Demonstration Report (1987)  
AI Final Comprehensive Examination (1988)  
Valuation of Assets in Bankruptcy (1988)  
USPAP (1989)  
Regional Professional Standards Panel (1989)  
Litigation Valuation (1989)  
FHLBB Regulation R41c (1989)  
Valuation of Assets in Bankruptcy (1990)  
Reviewing Appraisals Seminar (1990)  
Universities and Industry Meeting the Needs of the 90's Symposium (1990)  
USPAP (1992)  
Real Estate Development and Financing (1992)  
Demystifying TQM (Demmings "Total Quality Management") (1992)  
Real Estate Issues for CPAs in the 1990's (1992)  
RTC Appraisal Policy and Portfolio (1992)  
Commercial Trends in the Marketplace (1993)  
Legislative Workshop (1993)  
Market Study, Feasibility Analysis and Valuation (1994)  
IIS20 Highest and Best Use and Market Analysis (1994)  
Business Valuation and its Relationship to Real Estate (1994)  
USPAP (1995)  
Focus on Preservation - Intown Development (1995)  
Appraising Affordable Housing Products (1996)  
The Impact of Mineral Rights and Oil and Gas on Ag Land Values (1996)  
USPAP (1997)  
Office, Industrial and Economic Trends - Past and Future (1997)  
Mass Transits Impact on Dallas' Economic Development (1997)  
Understanding the Teardown Market (1999)  
Internet Search Strategies for Real Estate Appraisers (1999)  
USPAP (1999)  
Trends in the Local Apartment Market (1999)  
Dallas Commercial Real Estate (2000)  
Dallas's Bid For the 2012 Olympics Games (2000)  
USPAP (2001)  
Texas Appraiser Licensing & Certification Board Update (2001)  
Dallas Fort Worth Apartment Market (2001)  
Real Estate Economic Trends (2001)  
USPAP (2002)  
Mark to Market: The Next FIRREA (2002)  
Filing Liens on Real Estate (2002)  
USPAP (2003)  
Apartment Market Trends (2003)  
Apartment Appraisal (2003)  
Texas Economic and Demographic Trend Studies (2003)  
Analyzing Commercial Lease Clauses (2003)  
USPAP (2004)

Apartment Market Trends and Review (2004)  
FSA Policy for Real Estate Appraisals (2004)  
Legal Landscape in Lending and Appraising (2004)  
Instructor Leadership & Development (2004)  
Fannie Mae and the Appraisal Process (2004)  
USPAP (2005)  
Economic Outlook for Real Estate 2005  
Environmental Law and Zoning (2005)  
USPAP Update and Issues (2005)  
Capital Market Trends (2005)  
USPAP (2006)  
Townhome Development in the D/FW Metroplex (2006)  
Overview of the 1031 Exchange Program (2006)  
D/FW Housing Market Update (2006)  
Water Supply and Drought Update (2006)  
Litigation Consulting/Expert Witness (2006)  
State of the Hotel Industry in Texas (2006)  
Business Practices and Ethics (2006)  
Real Estate Development in Las Colinas (2006)  
USPAP (2007)  
Apartment Market Trends (2007)  
Real Estate Development in Downtown Dallas (2007)  
Texas Appraiser Legislative Issues (2007)  
Principles of Real Estate Development (2007)  
Appraising Convenience Stores (2008)  
Office Building Valuation (2008)  
Changes to USPAP for 2008  
USPAP (2008)  
Advice from Users of Expert Witnesses (2008)  
Appraiser Liability (2008)  
Regulatory Requirements (2008)  
Relevant Cases Concerning Real Estate Appraisers (2008)  
Professional Marketing (2008)  
Economic Impact on Valuation Issues (2009)  
Expert Witnessing in Criminal Court (2009)  
Construction Defects and Environmental Issues (2009)  
Advice from Users of Expert Witnesses (2009)  
Current Conditions and Trends in the Hospitality Market (2009)  
Market Conditions Adjustments for Vacant Land (2009)  
Status of Capital Markets (2009)  
North Texas Realty Symposium (2009)  
Real Estate Capital Gains Taxes (2009)  
International Valuation Standards (2010)  
Plaintiff Attorney's Perspective on Working with Expert Witnesses (2010)  
USPAP (2010)  
Case Biopsies and Specialty Panels (2010)  
Expert Witness Deposition Skills Workshop (2010)  
Appraisers Legislative Update (2010)  
Appraisal Institute Chapter Symposium (2010)  
Financial Reform Act (2010)  
How Federal Issues Relate to Texas Issues (2010)  
Texas Real Estate Ethics (2010)  
Dodd-Frank and Interagency Guidelines (2011)  
Enforcement Issues in Texas (2011)  
Texas Ad Valorem Tax System (2011)  
Advanced Testifying Skills for Expert Witnesses (2011)  
Loss Prevention (2011)  
Appraiser Enforcement and Discipline (2011)  
Highest and Best Use and Expert Witnesses (2011)

Business Practices and Ethics (2011)  
Advanced Testifying Skills for Expert Witnesses (2011)  
Appraisal Curriculum Overview (2011)  
Appraisal Institute Chapter Symposium (2011)  
Unusual Appraisal Challenges for IRS (2012)  
Fundamentals of Separating Real Property, Personal Property, and Intangible Business Assets (2012)  
Data Center Real Estate Industry Trends (2012)  
Using Myreta (2012)  
Transportation Issues in DFW (2012)  
USPAP (2012)  
Forensic Expert Witness Assoc. Natl. Conference (2013)  
Texas' Water Crisis Future Impact to the Economy (2013)  
Texas Broker Responsibility (2013)  
Texas Broker Short Sales (2013)  
Texas Broker Ethics (2013)  
Texas Broker Legal Update (2013)  
Complex Litigation Appraisal Case Studies (2013)  
Appraisal Institute National Conference (2013)  
Real Estate and Economic Forecast for 2014 (2013)  
Appraisal Institute Chapter Symposium (2014)  
State of the State (2014)  
Redevelopment of Midtown Dallas (2014)  
Advertising and Promotion of Expert Appraisal Services (2014)  
Forensic Expert Witness Assoc. Natl. Conference (2014)  
Appraisal Institute National Conference (2014)  
What Investors Want (2014)  
What Tenants Landlords and Investors Want Now (2014)  
USPAP (2014)  
Experts in Arbitration (2014)  
How to Prepare for Aggressive Cross Examination (2014)  
Trends in Green Energy (2014)  
Analyzing Operating Expenses (2015)  
Redevelopment of State Owned Lands (2015)  
Legislative Update (2015)  
Review Theory (2015)  
Trammell Crow Residential Projects (2015)  
Appraisal Liability (2016)  
State/Federal Compliance Update (2016)  
Expert Witness Best Practices (2016)  
USPAP (2016)  
Frisco Economic Development (2016)  
Review of Legislative Issues (2016)  
Appraiser Related Legislative Issues (2016)  
Future Redevelopment of State Lands (2016)  
What Office Developers and Tenants Want (2016)  
AI National Conference (2016)  
Appraisal Institute Symposium (2017)  
Litigation Appraising (2017)  
The Appraiser as an Expert Witness (2017)  
Impact of E-Commerce on the CRE Industry (2017)  
High Rise Condominium Market (2017)  
Valuation of Municipal Bond Cash Flows (2017)  
AI National Conference (2017)  
TREC Legal Update I and II (2017)  
TREC Brokers Responsibility (2017)

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### Clients

210 Development  
Academy Bank  
ACORE  
Aga Khan Foundation USA  
Alec Cohen CPA  
AM Crofts  
AMI Capital, Inc.  
AMRESO  
American Capital Resource  
American Equities  
American Momentum  
American Property Financing  
American Realty  
Americity Federal Savings  
American Momentum  
American Mortgage  
Acceptance  
American Ntl Bank of Texas  
American Property Financing  
Americo Real Estate  
Ampro Equities  
Amwest Savings Assoc.  
Anacapa Capital  
Andrews & Kurth LLP  
Arbor National Commercial  
ARCS Commercial Mortgage  
Aries Capital  
Armed Forces Bank  
Armed Services Bank  
Arvest Bank  
Assurance Capital  
Axiom Capital  
B Street Bank  
Baker Donelson  
Bank of America  
Bank of Colorado  
Bank of New York  
Bank of South Texas, The  
Bank One Capital Funding  
Bank One Mortgage Capital  
Bank One Oklahoma  
Bank One, Texas, NA  
Bank Midwest  
Banque Nationale De Paris  
Barnett Bank of SW Georgia  
Bartholow & Milbank  
Baruch Properties  
Bay Harbor  
Bay View Development  
Beal Savings  
Bedford Falls Development  
Beech Street Capital  
BEI/Ritz  
Belgian American Inv&Trade  
Benchmark Bank  
Bendzick & Hokkanen  
Berkadia  
Berkeley Point  
Berkshire Mortgage Company  
Bernard Schuchmann  
Beta Financial  
Beverly Group  
Billingsley Co.  
BNY Mortgage  
BMC Capital  
Boatmen's  
B of I Federal Bank  
Bodoin and Agnew PLLC  
Brasha  
Briarwood-Houston, LP  
Bridge National Partners  
Bryan Cave Law  
Brown Brothers Harriman  
Buchholz and Associates  
Burk Interests  
Burk & Wright  
BVA  
C III Asset Management  
CDC Financial Corp.  
C.E.I.  
Caham Properties  
California Federal Bank  
Camden Townwest  
Campeau Corporation  
Camp Bowie National Bank  
Capital Advantage Group  
Capital One Bank  
Caprock Savings  
Capmark  
Capshaw, Goss & Bowers  
CapSource Company  
Canyon Creek Bank  
Capital Assets  
Capital One  
Capri Capital  
Carmen Blankenship Attorney  
Casey International  
CBRE  
C-Cor  
Celanese/US  
CD Care Foundation  
Center For Housing Resources  
Centerline Capital  
Centex Management  
Central Freight  
Charter Investment Corp.  
CharterMac  
Chase Manhattan Bank  
Christian Relief Services  
Chrysler Realty Corporation  
Chrysler Technologies Corp.  
CICCAR  
Citadel Mortgage  
Citibank California, FSB  
Citibank Canada  
Citibank Dallas  
Citicorp Real Estate  
Citicorp Mortgage  
Citizens National Bank  
City of Fort Worth  
City of Lewisville  
City of Sayre, Oklahoma  
CityBank & Trust  
Claremore Housing  
Associates  
Collateral Mortgage, Ltd.  
Colonial Communities  
Colonial Equities, Inc.  
Colonial Property Trust  
Column Financial, Inc.  
Comerica  
Commerce Bank N.A.  
Commerce National Bank  
Community Bank of Texas  
Compass Bank  
Concord Mortgage Company  
Consolidated Funding  
Corporation  
Cornerstone Housing  
Continental Housing  
Coppermark Bank  
Cowen Properties Inc.  
Credit Suisse First Boston  
Crescent Realty  
Crestmarc  
Criswell Development  
Crocker National Bank  
Crosson Dannis  
Cushing Economic  
Development Authority  
Cushman Wakefield  
D.A. Griffin & Associates  
D&B Ventures, Inc.  
DEA  
DEC Investment Group  
Denton Place Partners  
Daiwa  
Dallas Broadcasting  
Dallas City Housing  
Dallas County Court Judge  
Diaz  
Darby Group  
Davis, Meadows, Owens,  
Collier, & Zachry  
Deaf Action Center  
Deutsche Bank  
Dimension Development Co.  
Dirk Anders  
DLJ Mortgage  
Doc White  
Donaldson, Lufkin, and  
Jenrette (DLJ)  
Dougherty  
Dwight Capital  
E.F.&A Funding  
E.F. Hutton  
Eagle United  
East West Bank  
ElectroSpace Systems  
Epic Properties  
Equity Bank for Savings  
Equiptex  
Estate of Loretta E. Barton  
Excel Inns of America  
FAMCO  
FADA  
FDIC  
FSLIC  
Fannie Mae  
Freedom Title  
Fidelity Bank  
Financial Asset Services  
Financial Federal  
First American Savings Bank  
First Bank  
First Bank Milwaukee  
First Bank and Trust  
First City Bank  
First Commercial Bank  
First Dallas Investors  
First Equities  
First Gibraltar Bank, FSB  
First Heights, FSA  
First Madison Bank  
First National Bank & Trust  
First National Bank Graham  
First Nationwide Bank  
McAlester  
First Republic Bank of Dallas  
First State Bank  
First Texas Savings  
First United Bank Denton  
First United Bank Durant  
Flynn Group  
Folsom Properties  
FRAM Building Group  
Freese Estate  
Friedman and Associates  
Frost Bank  
Forbes Development  
Future Interests, Inc.  
GCL Holdings  
Gallagher & Associates  
Guaranty Bank  
Gerald Conley  
GFRC Cladding Systems  
Globe Mortgage  
GMAC Mortgage  
Grady County  
Graham Family Trust  
Grandbridge Mortgage  
Great American Clubs  
Green Bank  
Green Park Financial  
Greystone Servicing  
Gulf Horizon  
Housing Assistance Council  
H & N Investments  
Haltom Bank  
Haroon Rivani  
Hartzog Conger Cason Neville  
Harvey & Associates  
Hearthside Development  
Henry S. Miller Corporation  
Heritage Companies, The  
Heritage Federal Savings and  
Loan  
Herman Kittle  
Herring Marathon Group  
Hiersche Hayward Drakely  
Urbach  
Highland Mortgage  
Hillcrest Church  
Hillside Oaks Joint Venture  
Hinton Economic  
Development Authority  
Hollywood Park Joint Venture  
Home Federal Savings  
HSA Wexford Bancgroup  
Hudgins Companies  
Hughes Eastern Oklahoma  
Hunt Mortgage Group  
Hybernia National Bank  
Industry State Bank  
Inland Real Estate Group  
Integrated Real Estate  
Intergroup  
Intervest  
Inwood National Bank  
Irwin R. Rose Company  
Jack Counts  
Jackson Walker Law  
Janik PC  
J.E. Roberts Company  
Jennings, Strouss, & Salmon  
J. Craig Jett  
Jerry G. Jones Revocable  
Living Trust  
Jerry Saxton  
Johnson Development Co.  
Jonathon Cocks & Associates  
JPMorgan Chase Bank  
John Bright  
John Cathey  
John Wayt, III  
Jones Lang Lasalle  
Joseph Bracey  
Joyner Mortgage Company



# JACK POE

September 5, 2017

JNP Properties  
Kaufman & Broad  
Key Bank  
Keystone Mortgage  
Kinghorn, Driver, Hough  
Koons, Fuller, McCurley, &  
Vanden Eykel  
Kinghorn, Driver, Hough &  
Co.  
Kreymer Companies, The  
KRR Construction  
Landmark Group  
Lasco Development  
L & R Properties  
Lee Fischer & Associates  
Lehman Brothers Holdings  
Lehman Housing Capital, Inc.  
Legacy Bank  
Legacy Commercial Mortgage  
Leland Burk  
Leeshan Birney  
Lend Lease  
Lerer, Harvey and Susan  
Liberty Bank  
Lions Service Corporation  
Lincoln Savings Bank  
L.J. Melody & Company  
Local Federal Bank  
Locke, Purnell, Rain, &  
Harrell  
Lomas Management  
Lone Star Credit Union  
LW Investments  
Lynn Communities  
Lynch Chappell Alsup  
MAB-Crystal Park J.V.  
Majorie Firm  
Malone Mortgage Company  
Manuel Chrysler Dodge  
Marigot Capital Advisors  
Mark Turrentine  
Master Fibers  
Mastertex Texas  
MBank, Dallas  
McCaslin Properties  
McDowell, Rice & Smith  
McKenzie & Baer  
McKenzie Banking  
McKissick Real Estate  
MD & Associates  
MDJW Law  
Mellon Mortgage  
Merrill Lynch  
META  
METEC Asset Management  
MHK PC  
Mid Continental Equities  
Midland Mortgage  
Minirth Meier Clinic  
MIMLIC  
Mission Savings Association

Mississippi Savings Bank  
Mitchell Mortgage Company  
Mohammed Naseem Patel  
Morgan Stanley Trust N.A.  
Mortgages USA  
Mountainseed  
Multiloan  
Mutual Benefit Life  
Mutual of Canada  
NCNB Texas  
NationsBank  
National Realty Advisors  
New Comforter Church  
Newman Capital  
Newport Mortgage  
Nexbank  
Nomura Asset Capital  
Corporation  
North Dallas Bank  
North Houston Bank  
Norstar Development USA,  
Inc.  
Northstar Bank of Texas  
Northstar Mortgage  
NRP  
Oakwood Companies  
Onyx  
OPUBCO Properties, Inc.  
ORIX Real Estate Capital  
Markets  
Outreach Housing  
Corporation  
Parallel Capital  
Park Development, LLC  
Patrician Financial Company  
Pinnacle Realty  
PNC Multifamily Capital  
PNC Bank  
PW Funding Inc.  
Page & Addison  
Paramount Realty  
Parco Foods, Inc.  
Park City Savings  
Parking Company of America  
Parallel Capital  
Patrician Financial Group,  
The  
Patton and Company  
Paul Jost  
Peoples Heritage, FSL  
Petco  
Pinnacle  
Pitzer & Collins  
Portshire Corporation  
Post Oak Investors  
Presidential Greens Partners  
Prime Lending  
Principal Management Group  
Prosperity Bank  
Prudential Insurance Co.  
Prudential Mortgage Capital

Prudential Huntoon Paige  
Quest  
R-4 Capital  
Realty Capital Corporation  
Red Capital  
Red Hawk Advisors  
Red Mortgage  
Redstone Partners  
Redwood Development  
Reilly Mortgage Capital Corp.  
Regent LLC  
Regal Entertainment  
Regions Bank  
Related Capital Corp.  
Residence Group, The  
Resort Development  
International  
Resolution Trust Corporation  
Re-Ward  
Rhodes and Sinon  
Ron Robinson  
Rose Law Firm  
Rushton Stakely Johnston &  
Garrett  
San Antonio Savings  
Sandia Federal Savings Assoc.  
Santa Fe Capital  
Sargent & Company  
Sayre Industrial Authority  
Scotia Bank  
Seamans Bank for Savings  
SETTLEPOU  
Shafer Property Company  
Shannon Gracey  
Schattauer Family Trust  
Short, How, Frels & Heitz,  
P.C.  
SNB Bank of Dallas  
Steven A. Sloan Associates  
Southmark  
SouthTrust  
Southwest Bank, Garland  
Southwest Realty Advisors  
Southwest Sendero  
Springdale Bank & Trust  
Springs Properties  
Sterns Bank  
Thomas Stanley II  
Steel Properties LLC  
Sterns Bank  
Stillwater National Bank  
Subsidiary Consultants, Inc.  
Summit Commercial  
Sun America  
Sunbelt Savings  
Sunstone Hotels  
Sunvest Realty Advisors  
Sydney Steiner  
Symetra Life  
Tejas Motel Development  
Texas American Bank of

McKinney  
Texas Best Building  
Texas Commerce Bank Shares  
Texas Capital BankTexas  
Data Control  
Texas 4-H Center  
Texas Housing Agency  
Texas Ten  
Texas Woman's University  
T. F. Stone Companies, Inc.  
Third National Bank  
Trammel Crow Residential  
Trans-Pacific Mortgage  
Travelers Companies, The  
Traverse Realty &  
Development  
Tri-County FSB, Maryland  
Triad Real Estate  
Tomlin Properties  
Towbin & Zazove, Ltd.  
Towcon Properties  
UBC Tulsa  
UBS  
ULLICO  
Union Planters Bank  
United American Insurance  
United Savings Assoc. of  
Texas  
US Bank  
US Marshall's Office  
USDA  
Vela Keller  
Venture Development  
Corporation  
Vestcor  
V.I.C.I.S  
Vista Savings  
Waco Regional Airport  
Wachovia  
Wachovia Capital  
WalMart Stores, Inc.  
Warwick  
Washington Capital  
Washington Mutual Bank  
Washington Mutual Savings  
Bank  
Water Tower Ltd.  
Wayne Baer  
Wellington Properties  
Wells Fargo Bank  
Wells Fargo Realty  
Westcorp, Inc.  
Wind River Corporation  
WINSTEAD  
WMF/Huntoon, Paige  
Associates  
WMF Washington Mortgage  
Woodhaven Country Club  
Woodmen of the World Life  
Insurance Society

# JACK POE

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<b>BUSINESS REFERENCES</b>				
<b>Name</b>	<b>Title</b>	<b>Company</b>	<b>City/State</b>	<b>Phone Number</b>
David Binner, MAI	Collateral Manager	Wells Fargo Bank	Des Moines, IA	515 245 3263
J.B. Brill, MAI	Regional Manager	Citibank N.A.	Dallas, TX	972 419 3330
Dr. Larry Chonko	Professor Business/Ethics	University of Texas	Arlington, TX	817 273 3870
Jackson Cloak	Mortgage Banker	Berkadia Commercial Mortgage	Irvine, CA	949 622 9260
Paul Fearey	Principal	Northmarq Capital	Bethesda, MD	301 657 1511
James Justice, MAI	Principal	Real Estate Appraisal Services, Inc.	Tyler, TX	903 595 3283
Ray Khirallah Jr.	Attorney	Michael M. Guerra Burke & Khirallah	San Antonio, TX	214 821 2300
Len McLaughlin	President	SNB Bank of Dallas	Frisco, TX	972 624 2900
Larry Montz, MAI	Senior Manager	Capital One	Dallas, TX	469 525 8885
K. Lynn Ray, MAI	Chief Appraiser	Green Bank	Richardson, TX	972 528 6768
Emma Rhodes, MAI	Vice President	Wells Fargo Bank	Dallas, TX	972 361 7259
R. Scott Seifert	Attorney	Hiersche, Hayward, Drakeley & Urbach, P.C	Addison, TX	972 701 7057
<b>PERSONAL REFERENCES</b>				
Glen Balzer	Principal	New Era Consulting	Los Altos, CA	650 917 0703
Brett Graham	Principal	Graham International	Sherman, TX	903 892 2122
Geoff Hichborn III	Engineer	Building Forensics International	Anaheim, CA	714 637 7400
Nick Illes	Machinist	Duval Arms	Pottsboro, TX	903 786 7816
Russell Roberts, MAI	Appraiser	Veritas	Elizabethtown, KY	270 872 5510
Rudy Robinson, MAI	Principal	Austin Valuation Consultants	Austin, TX	512 328 8122
Leslie Sellers, MAI	Appraiser	Sellers Realty Company, LLC	Clinton, TN	865 457 4110



# EXPERT WITNESS TESTIMONY BY JACK POE

September 5, 2017

- In Re: **Metropolitan Development and Housing Agency v. Nashville Downtown Platinum LLC.** In October 2016, Jack Poe testified before a jury and Hon. Kevin D. Jones Davidson County Circuit Court, No: 09C-3638, as to the retrospective market value of Parcels 106 and 107 (22,031 SF) and Parcel 149 (10,229 SF) SWC and SEC of 7th Avenue South and Demonbreun Street (Respectively) Nashville, Davidson County, Tennessee 37203 for condemnation. The retaining attorney was Mr. John Phillips at Baker Donelson, Bearman, Caldwell, & Berkowitz (615) 726-0464 - **for the defendant.**
- In Re: **Metropolitan Development and Housing Agency v. Nashville Downtown Platinum LLC.** In July 2016, Jack Poe was deposed by G. Brian Jackson, Butler Snow LLP, as to the retrospective market value of Parcels 106 and 107 (22,031 SF) and Parcel 149 (10,229 SF) SWC and SEC of 7th Avenue South and Demonbreun Street (Respectively) Nashville, Davidson County, Tennessee 37203 for condemnation. The retaining attorney was Mr. John Phillips at Baker Donelson, Bearman, Caldwell, & Berkowitz (615) 726-0464 - **for the defendant.**
- In Re: **Virginia Oaks Venture vs. O.D. Fought, Jr. Et al.** In January 2013, Jack Poe testified before a jury and Hon. Mark Rusch Collin County 401<sup>st</sup> District Court, as to the applicable standards in effect at the time of a prior appraisal, and if the appraisal was prepared in compliance with those standards of the Virginia Oaks Apartments at 2520 Virginia Parkway West, McKinney, TX (48 units built in 1974). The retaining attorney was Mr. James M. Suggs at Suggs Law Firm. (972) 253-9200 - **for the petitioner.**
- In Re: **Daniel Tarver, Debtor, Chapter 7.** In June 2010, Jack Poe testified before Hon. Harlin D. Hale Texas Northern District US Bankruptcy Court, as to the as is and as if repaired market value of the Savannah Square Apartments at 309-321 SW 5th Street in Grand Prairie, Texas (56 units built in 1977). The retaining attorney was Mr. John C. Leiningers at Bryan Cave. (214) 721-8040 - **for the petitioner.**
- In Re: **Fannie Mae vs. F. Court Partners, LTD.,** In October 2007, Jack Poe was deposed by Mr. Mark A. Sanders, as to the retrospective fee simple market value of the Fondren Court Apartments (429 units built in 1977) at 10700 and 10800 Fondren Road in Houston, Texas. The retaining attorney was Ms. Yasmin Islam Atasi, WINSTEAD. (713) 650-2735 - **for the defendant.**
- In Re: **UMB Bank, N.A., as Successor Trustee of Grace B. Flynn Trust No. 1 UTA vs. Loualma Kerr as Personal Representative of the Estate of Robert S. Kerr, Jr. And as Successor Trustee of the Robert S. Kerr, Jr. Revocable Trust UTA Robert S. Kerr, III, et al.** In November 2006, Jack Poe testified before Mr. Leif E. Swedlow (Andrews Davis, P.C.), as to the retrospective leased fee market value of a 22,489 square foot shopping center at 726 West Pioneer Parkway, Grand Prairie, Dallas County, Texas. The retaining attorney was Mr. Bill Johnson, Hartzog Conger Cason & Neville, L.L.P. (405) 235-7000 - **for the defendant.**
- In Re: **RRG-WV, LLC Vs. Mario L. Messina and Jennifer M. Messina and Romano Concepts, LTD; Cause No: 04-10822: 134<sup>th</sup> Judicial District, Dallas County, Texas** In December 2005, Jack Poe testified before Jeffrey Cook (Sullivan, Parker & Cook), as to the retrospective market rent and leasehold value of the RRG-WV lease on the restaurant at 3605 McKinney Avenue in Dallas, Texas. The retaining attorney was Mr. Douglas Prince, The Majorie Firm (214) 522-7400 - **for the plaintiff.**
- In Re: **Michael V. Petras Vs. Harold W. Criswell; Cause No: 04-08784-J: 191<sup>st</sup> Judicial District, Dallas County, Texas** In November 2005, Jack Poe testified before Mark L. Hill (Mossler Mallers PLLC), as to the retrospective value of the Windsong Apartments at 2316 North Garrett Avenue, Dallas, Texas. The retaining attorney was Mr. Eric Fein, Eric D. Fein & Associates (214) 522-9596 - **for the plaintiff.**
- In Re: **D. Leon Peavy Trust Vs. Pearl River Inc.; Cause No: 04-4636-M: 298<sup>th</sup> Judicial District, Dallas County, Texas** In September 2005, Jack Poe testified before Mark Pryor (Vinson & Elkins LLP) as to the retrospective value of the manufacturing facility and clean room at 1101 Commerce in Richardson, Texas. The retaining attorney was Mr. Scott Seifert, Hiersche, Hayward, Drakeley, and Urbach P.C. (972) 703-7000 - **for the defendant.**
- In Re: **David Sutherland Vs. DDC Holdings; Cause No: CC-02-00228-C: 3<sup>rd</sup> District Court, Dallas County, Texas** In November 2003, Jack Poe testified before Donald Walsh, Esquire, as to the damages attributed to alleged overcharges for expenses by the landlord of office space where the plaintiff was a tenant. The retaining attorney was Mr. Conner Helms, Helms and Underwood (405) 319-0700 - **for the plaintiff.**
- In Re: **JLM Financial II, L.L.C. and Larry Meyer v. Dale Bullough v. C.I.O.S., et al; Cause No. 97-10688-A: 14<sup>th</sup> District Court, Dallas County, Texas** In December 1999, Jack Poe testified before a Jury as to the value of the Plaza at Turtle Creek Apartments in Dallas, Texas. The retaining attorney was Mr. Mark How, Short, How, Frels & Tredoux (214) 720-2220 - **for the defendant.**
- In Re: **Meadowbrook Ballrooms, Inc., a Texas Corporation; U.S. Bankruptcy Court, Eastern District of Texas; Chapter 7; Case No. 93-40456-A-CH7** In August 1993, Jack Poe testified to the value of a 3.5 acre tract of land improved with a 20,000 SF building. The retaining trustee was Jonathon Cocks, CPA (214) 690-6628 - **for the court.**
- In Re: **American Adventure, Inc., a Delaware Corporation, a/k/a New American Adventure, Inc.; U.S. Bankruptcy Court, Central District of California Chapter 11; Case No. LA-90-28069-GM** In December 1992, Jack Poe testified before the honorable Geraldine Mund as to the reliability of third party appraisals of 16 resort properties owned by AAI. Mr. Poe also testified as to the feasibility of the plan for the court, which was later confirmed. The retaining attorney, and court appointed trustee, was Ronald L. Durkin at Neilson, Elgren, Durkin & Co. in Los Angeles, California (310) 282-9911 - **for the court.**
- In Re: **One Oak Place-Denton Limited, a Texas Corporation; U.S. Bankruptcy Court, Eastern District of Texas (Tyler) Chapter 11; Case No. 89-42142-A** In January 1991, Jack Poe testified before Judge Houston Able as to the reliability of an appraisal, prepared by a third party, of the 128 unit One Oak Place Apartments Denton, Texas - **for the defendant.**
- In Re: **John P. Flavin vs. E. Ann Flavin; 324th Judicial District County of Tarrant County, Texas; Case No. 324-135794-89** In December 1990, Jack Poe testified before a Jury, as to the value of a 45,050 SF warehouse located in Grand Prairie, Texas. The retaining attorney was William C. Koons with Koons, Fuller, McCarley, and Vanden Eykel, in Dallas, Texas (214) 871-2727 - **for the plaintiff.**
- In Re: **Ravenwood Partners Ltd; U.S. Bankruptcy Court for the Northern District of Georgia, Atlanta Division, Chapter 11 Case No. A88-05908-MHM** In December, 1988, Jack Poe testified before Judge Margaret H. Murphy as to the value of the 134 unit Ravenwood Apartments in Nashville, Tennessee - **for the defendant.**
- In Re: **Quality Realty, Inc.; U.S. Bankruptcy Court for the Northern District of Texas, Dallas Division; Chapter 11 Case No. 388-30699-RCM-11** In March, 1988, Jack Poe testified before Judge Robert McGuire as to the value of 36.30 acres of vacant land located in Dallas, Texas - **for the defendant.**

**In addition to testimony, Mr. Poe is often engaged as a consulting expert where testimony is not provided.**

# TESTIMONIALS

## 100% unsolicited thank you notes from customers

*Thank you so much for accommodating so many requests and changes!!! (2017)*

*As always, your letter was eloquent and to the point. I envy your skills (2017)*

*This was a really, really good report – Really, really good report. (2017)*

*Thanks for getting the revised appraisal back so quickly. It is very much appreciated. (2017)*

*I have read a lot of appraisals and am qualified to say yours are the best. (2017)*

*Jack, just wanted to thank you for your time and efforts spent on my questions.... I really appreciate the feedback (2017)*

*Jack, you are correct (as usual). (2017)*

*Thank you, Jack, you're the best. (2017)*

*Wow, you are fast! Thanks again! (2017)*

*Thanks for your quick response and clarity when identifying the issues. (2017)*

*Thanks Jack. We appreciate you jumping on this (2017)*

*Many thanks, Jack. We now have all 4 final reports. (2016)*

*You are a true inspiration. I can't thank you enough for leading the way by setting a fine example for our profession. Your work has helped make it possible for appraisers to be a respected part of the real estate community. I'm thriving today because of your committed effort to advance and better our industry. (2016)*

*Fantastic report. Amazing!!!! Do you do Denver? (2015)*

*Thank you for years of good service. As an entrepreneur, you exceeded my expectations but I, more than most, realize that the daily grind requires a different kind of energy. (2015)*

*I appreciate your continuing commitment to providing your customers with top quality research and analyses. (2015)*

*It was a pleasure to review such a good report. You would not believe some of the reports I review for these small banks out here. (2015)*

*I would most certainly like to be associated with you in whatever format presents itself. I have observed that you've "given back" to the organization and to the profession over the years, and have "paid ahead", and that speaks highly of you as a professional. I sincerely hope we can affiliate at some level. (2015)*

*Thank you very much! Excellent service. (2015)*

*I always appreciate the fine efforts of your firm! Hope all is well there! (2015)*

*This appraisal is excellent, one of the best we've ever received. (2014)*

*Thank you for the excellent service! (2014)*

*Thank you both for the quick and thorough response. (2014)*

*We appreciate you Jack. You're trustworthy. (2014)*

*We enjoy reading reports from your company - although complex issues they are well written and give good support. (2014)*

*Thanks Jack. We really appreciate that you could get this appraisal done for us so quickly. (2014)*

*Thanks for all your hard work on these reports. It is always appreciated! (2014)*

*Thanks for your prompt and, as usual, extremely well done appraisal. . . It has been a pleasure working with you. (2014)*

*Luv ya jack (2014)*

*Thanks for staying with me till the end. We truly appreciate your expertise and dedication. (2013)*

*Jack, you are the best, thanks. (2013)*

# TESTIMONIALS

*Thank you for your conscientious approach to your work... I wish I could hire you for every assignment. (2013)*

*I am not accustomed to receiving such a quick response-thank you. (2013)*

*Thank you! I truly appreciate your promptness - I wish I could use your firm in the other areas that I cover. (2013)*

*This was the third report we have had done in the . . . area over the last year and unless the market there has changed, this was the first one that was able to use all sale and rent comps from the immediate area. The other reports were not bad but suffered in the degree of research by comparison. (2013)*

*Thanks for getting this completed so quickly! (2013)*

*Jack, just received it and thank you for the great service under such a tight time constraint. We will be in touch. (2013)*

*You guys did a great job. (2012)*

*Thanks Jack, we appreciate the hard work. (2012)*

*Excellent work gentlemen. (2012)*

*This was excellent. Freddie was very impressed with your answers and very happy now! Thank you again for your work! (2012)*

*You're so the best! Thank You! (2012)*

*Jack, you are awesome. Always have been, always will be. (2012)*

*Perfect thank you sir... I think we will try to keep you busy on other . . . assignments. (2012)*

*You went above and beyond the call of duty. Thank you. (2012)*

*Thank you. It has been a pleasure. Hope to work with you again soon. (2012)*

*Mucho Gracias. You're a kind and thoughtful gentleman. Thanks. (2012)*

*Thanks for being a good and reasonable minded leader who leads by consistent example! (2012)*

*Jack - very good report, well supported and reasonable assumptions. Thanks for well supporting your value estimates.*

*No corrections or additions needed. (2012)*

*I appreciate you more than I can say. Thank you, thank you, thank you! (2012)*

*I wish all my vendors were as kind and patient as you have been. (2012)*

*Thanks! Its been nice working with you. (2012)*

*This is excellent work. Thanks Jack! (2012)*

*I love you, Jack Poe. You really came through for me. (2012)*

*Thank you I do appreciate it greatly! I know the thought and effort you put into the assignments and it is not taken lightly! (2012)*

*It is always a pleasure working with you and your team. (2011)*