

**Current Summary of Professional Appraisal Qualifications**  
**Mark S. Weston**  
**Real Estate Appraiser and Counselor**

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<b>Employment</b>	<b>Vice President, Hunsperger &amp; Weston, Ltd.</b>
<b>Certification</b>	Colorado Certified General Appraiser, 1313166 Wyoming Certified General Real Estate Appraiser, 541 New Mexico Certified General Real Estate Appraiser, Temporary Permit 2701 Alabama Temporary Practice permit (not presently active) Montana Certified General Appraiser, 654RAG (not presently active) Maine Certified General Appraiser, CG1713 (not presently active) Utah Temporary Certified General Appraiser (not presently active) Arkansas Temporary Certified General Appraiser (not presently active)  AQB Certified USPAP Instructor - November 9, 2004 through March 31, 2012
<b>Formal Education</b>	UNIVERSITY OF DENVER, DENVER, CO Master of Arts, Library and Information Science, 1978 admitted to Beta Phi Mu Honor Society, 1979  THE COLORADO COLLEGE, COLORADO SPRINGS, CO Bachelor of Arts, English Literature, 1974
<b>Expert Testimony</b>	Qualified in Colorado State District Courts in the City and County of Denver, El Paso County, Douglas County, and Gunnison County Colorado Board of Assessment Appeals (Denver) Douglas County, Colorado Board of Equalization United States Tax Court

**Publications and Presentations/Courses**

Publications

*A Simple Explanation of Changes to Appraisal Requirements (2004 - 2006)*, Exchange: The Journal of the Land Trust Alliance, Spring 2007 (reprinted in Right of Way Magazine, July/August, 2007).

*Water Rights Handbook for Colorado Conservation Professionals*, Colorado Water Trust, 2005 - contributing author.

*Ask an Expert* column, Exchange: The Journal of the Land Trust Alliance, Spring, 2004.

*Ask an Expert* column, Exchange: The Journal of the Land Trust Alliance, Summer, 2000.

*Appraising Easements: Guidelines for Valuation of Land Conservation and Historic Preservation Easements*, the Land Trust Alliance, 1999 - contributed to and reviewed the Third Edition.

*The Market Value of Development Rights. The Roundup, Vol. 2, Issue 1*, pg. 2; Spring, 1998; Colorado Cattlemen's Agricultural Land Trust.

*Conservation Easements Help Land Developers Carry Approval Process. Colorado Real Estate Journal*, p. 20, 1996, September 4-17.

Presentations & Courses/Seminars Taught

Regular individual and panel presentations at Colorado Coalition of Land Trusts and Land Trust Alliance conferences  
"Introduction to the Income Capitalization Approach" - International Right of Way Association Course 402, Golden CO, March 5, 2010

"IRS Transactional Challenges" - CLE International, Denver, CO, June 18-19, 2009

"Principles of Land Acquisition" (Appraisal Segment), International Right of Way Association, Denver, CO, May, 2005 & May, 2009

"Reviewing Appraisals in Eminent Domain" - International Right of Way Association Course 410, Denver, CO, May 9, 2008

"Easement Appraisal" - International Right of Way Association Course 403, Denver, CO, May 8, 2008

"Valuation of Conservation Easements" - Appraisal Institute, Richmond, VA, April 21 - 25, 2008

"Conservation Easements SuperSeminar" - CLE International, Denver, CO, January 11, 2008

"Uniform Standards of Professional Appraisal Practice Course" - National USPAP 7-Hour Update, Kaplan Professional Schools, Denver, CO, September 7, 2007

"Principles of Real Estate Appraisal" - International Right of Way Association Course 400, Lakewood, CO, May 17-18, 2007 & Golden, CO, March 3-4, 2010

Presentations & Courses/Seminars Taught (continued)

"Conservation Easements and Entitlement - Who goes first?" - CLE International, Denver, CO, May 1, 2007  
"The Appraisal of Partial Acquisitions" - International Right of Way Association Course 401, Grand Junction, CO, October 2-6, 2006 & Denver, CO, October 19-23, 2009  
"Conservation Easements" - CLE International, Denver, CO, September 25, 2006  
"Conservation Easements: A Basic Overview and Current Update on Legal Challenges" Colorado Bar Association, Real Estate Section Summer Conference, 2005 (with Rebecca Hall, Esq. and William Silberstein, Esq.), July 29, 2005  
"Appraisal of Conservation Easements," The Land Trust for Tennessee, June 7-8, 2005  
"Taller sobre Tasación de Servidumbres de Conservación" - Fideicomiso de Conservación de Puerto Rico, San Juan, Puerto Rico, April 20 and 21, 2005  
"Appraisals and Land Trusts" - Land Trust Alliance, half day pre-conference seminar at LTA Rally 2004, Providence, Rhode Island, October 28, 2004  
"Maintaining the Quality and Integrity of Conservation Easements" - Piedmont Environmental Council, Leesburg and Charlottesville, Virginia, July 22 & 23, 2004 (with Dr. Jack Boykin)  
"Conservation Easement Appraisal Seminar" - Colorado Coalition of Land Trusts, Castle Rock, Colorado, June 25, 2004  
"Valuation of Conservation Easements" - full-day presentation with Melinda Beck, Esq. for the Colorado Assessor's Association Annual Conference, Grand Junction, Colorado, June 9, 2004  
"Conservation Easement Appraisals" - Seminar hosted by the Rio Grande Headwaters Land Trust at the Medano Zapata Ranch, May, 2003  
"Conservation Easements and Tax Benefits" - Seminar hosted by Colorado Open Lands & Isaacson, Rosenbaum, Woods & Levy, P.C. - Golden, Colorado, February, 2003  
"Conservation Easements Condemnation - How to Deal With It" - Seminar conducted with Rob Levin, Esq. at the 2001 Land Trust Rally, Baltimore, Maryland  
"A Primer on the Appraisal of Conservation Easements" - Aspen Board of Realtors / Attorney Realtor Committee Symposium on Conservation Easements and Open Space Dedications, Snowmass, Colorado, June 16, 1999  
"Appraising Conservation Easements" - Seminars conducted at the Annual Conferences of the Land Trust Alliance Southwest Program, Santa Fe, New Mexico, May 22, 1999 and May 19, 2000  
"Conservation Easements" - full-day presentation with Lawrence Kueter, Esq. for the 1999 New Assessor's Orientation and 38<sup>th</sup> Annual Law Seminar, Denver, January 28, 1999.  
"Advanced Topics in Conservation Easement Appraisal" - Seminars conducted at the 1997 Land Trust Rally, Savannah, Georgia, and the 1998 Land Trust Rally, Madison, Wisconsin  
"Conservation Easements and Non-Urban Land Use" - One-day seminar developed and presented to the Appraisal Institute, Colorado Chapter, May, 1998, Denver, Colorado.  
"Conservation Easements: Appraisal Tools Seminar" - Half-day seminar for the Grand County Land Conservancy, February, 1998, Kremmling, Colorado.  
"Valuation of Wetlands" paper delivered - American Society of Farm Managers and Rural Appraisers, 65th Annual Meeting, Reno, NV - November, 1994  
"Valuation of Public Interest Lands" panel presentation, International Right of Way Association 40th Annual International Education Seminar, Pittsburgh, PA - June, 1994  
"Recent Issues Affecting Real Estate Appraisal" - Colorado Coalition of Land Trusts Spring Conference, Castle Rock, CO - May, 1991

**Professional Real Estate Appraisal Experience**

Vice President, Hunsperger & Weston, Ltd. Denver, Colorado. 1992 - present  
Principal, Weston and Associates, Castle Rock, Colorado, 1989 - 1992  
Associate Real Estate Appraiser, Van Court and Company, Denver, Colorado, 1986 - 1989

**Appraisal and Real Estate Consulting Clients Include**

National and local land conservation organizations  
Financial institutions  
Federal, state, county & municipal governments, utilities and quasi-governmental organizations  
Investors & landowners  
Attorneys  
Personal references available on request

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**Real Estate Seminars, Courses and Examinations Completed**The Appraisal Foundation

Concepts and Principles of the *Uniform Standards of Professional Appraisal Practice*, Appraisal Qualifications Board, August, 2002 & August, 2004 (Instructor Certification Course)

*Uniform Standards of Professional Appraisal Practice* Instructor Recertification Course, Appraisal Qualifications Board, September, 2006, 2010

American Institute of Real Estate Appraisers (The Appraisal Institute)

Litigation Shared Interest Group Conference, Los Angeles, CA, March 28, 2007

Valuation Analysis & Report Writing, Exam 2-2, 1988

Case Studies in Real Estate Valuation, Exam 2-1, 1988

Capitalization Theory and Techniques, Exams 1 BA & 1 BB, 1987

Standards of Professional Practice, Exam SPP, 1987

Basic Valuation Procedures, Exam 1A2, 1986

Real Estate Appraisal Principles, Exam 1A1/8-1, 1986

International Right of Way Association

Appraisal Instructor since 1991

Course 410, Reviewing Appraisals in Eminent Domain, 2007

Course 103, Ethics and the Right of Way Profession, 1992

Course 603, Understanding Environmental Contamination in Real Estate, 1992

Instructor's Clinic, 1991 (required for all IRWA Instructors)

Course 214, Skills of Expert Testimony, 1989

Course 403, Easement Valuation, 1987

American Society of Farm Managers and Rural Appraisers

Requirements of the *Uniform Appraisal Standards for Federal Land Acquisitions* (the "Yellow Book"), April 15-17, 2009

Advanced Conservation Easement Appraisal Issues, October 2-3, 2008

Conservation Easements Seminar (co-sponsored by the Appraisal Institute), 2001

Federal Land Exchanges and Acquisitions: Appraisal Issues and Applications Seminar (co-sponsored by the Appraisal Institute), 2000

Sales Analysis and Grain Elevator Case Study, 1992

Other Continuing Education Providers

"Conservation Excellence 2010" Colorado Coalition of Land Trusts, Denver, CO, March 15-16, 2010

USPAP 7-Hour Update Course, Colorado Department of Regulatory Agencies, Denver, CO, December 4, 2009

USPAP 7-Hour Update Course, American Real Estate College, Westminster, CO, October 30, 2008

USPAP 7-Hour Update Course, American Real Estate College, Westminster, CO, December 1, 2005

Mortgage Fraud Seminar, Pueblo, CO Board of Realtors, November 2, 2005

Appraisal Standards and Ethics Updates, University of Colorado at Boulder - Division of Continuing Education, 1995, 2000

Golf, Mountain and Resort Development, CLE International, August, 2000

Legal Environment of Appraisal, American Society of Appraisers, 1999 Seminar

Public Land Law II, Rocky Mountain Mineral Law Foundation, 1997

Water Law I & II, University of Colorado at Boulder - Division of Continuing Education, 1996

Assessing Land Affected by Conservation Easements, Lincoln Institute of Land Policy Albany, New York, 1995

Regulatory Takings and Resources: What Are the Constitutional Limits? University of Colorado School of Law, Natural Resources Law Center 1994 Seminar

Who Governs Our Public Lands? Washington, the West, the Community? University of Colorado School of Law, Natural Resources Law Center 1994 Seminar

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**Community Service**

Member, Colorado Conservation Easement Oversight Commission, 2008 - 2011 (Governor Ritter appointment)  
Member, Colorado Board of Real Estate Appraisers, 1999 - 2005, Chair 2001/2002 (appointed by Governor Owens to two terms, both subject to Colorado State Senate confirmation)  
Director, Cherry Creek Basin Water Quality Authority, 2001 - 2008 (appointed by Governor Owens to two terms)  
Trustee, Douglas County Libraries, Castle Rock, Colorado, 2001 - present  
Member, Colorado Coalition of Land Trusts (501(c)(3) corporation) Executive Board, 1995 - 2005 (President, 1998 - 2001)  
Member, Douglas County, Colorado Planning Commission, 1992 - 1999 (Chair, 1993 & 1999)  
Member, Douglas County, Colorado Open Space Advisory Committee, 1995 - 2009 (Chair, 1998 - 99 & 2002)  
Douglas County Open Space Coalition (1993/94 Countywide Sales Tax Campaign Treasurer)  
Cherry Creek Trails and Open Space, Inc. (501(c)(3) corporation) Vice President, 1988 - 1993  
Parker, Colorado Library Building Fund Committee (501(c)(3) corporation) Co-Chair, 1983 - 1985