

# Appraiser Qualifications – Pierce M. Buchinger, MAI

## Professional Summary

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Commercial real estate practitioner experienced in a wide-array of complex valuation and consulting assignments. Focus areas include property valuation for purposes of lending, right-of-way, divorce, estate planning, tax appeal and portfolio evaluation. Core competencies encompass all general property types including office, industrial, retail, multifamily, healthcare, lodging/hospitality, agricultural and vacant land. Clients include, but are not limited to, financial institutions, governmental agencies, private individuals, small and large businesses, real estate investment trusts (REITs), tax professionals and legal professionals.

## Experience

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- 2017 – Present     **Great Lakes Realty Advisors, LLC** – Appleton, WI  
President/Principal
- 2014 – 2017       **Alliance Appraisal Group, Ltd.** – Appleton, WI  
Shareholder/Commercial Appraiser
- 2011 – 2014       **L.A. Duesterbeck & Associates of Appleton, LLC** – Appleton, WI  
Commercial Appraiser
- 2010 – 2011       **J.C. Norby & Associates, Inc.** – Eau Claire, WI  
Residential/Commercial Appraiser

## Formal Education

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- 2007 – 2010       **St. Norbert College** – De Pere, WI  
Graduated in 2010 with Bachelor of Arts in Philosophy
- 2006 – 2007       **Carroll University** – Waukesha, WI  
Attended from 2006 to 2007 with major in Business Administration

## Professional Education & Coursework

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| 2010 – Basic Appraisal Principles                               | 2012 – Real Estate Finance Statistics and Valuation Modeling                             |
| 2011 – Basic Appraisal Procedures                               | 2013 – Marketability Studies: Six-Step Process & Basic Applications                      |
| 2011 – 15-Hour USPAP  | 2013 – Uniform Appraisal Standards for Federal Land Acquisitions: Practical Applications |
| 2011 – General Appraiser Income Approach Part I                 | 2013 – Advanced Income Capitalization  |
| 2011 – Residential Market Analysis and Highest & Best Use       | 2013 – Advanced Concepts & Case Studies  |
| 2011 – Residential Site Valuation and Cost Approach             | 2015 – Advanced Market Analysis and Highest & Best Use                                   |
| 2011 – Residential Sales Comparison and Income Approach         | 2016 – General Demonstration Report Writing  |
| 2011 – Business Practices and Ethics                            | 2017 – General Demonstration Report – Capstone Program                                   |
| 2012 – General Appraiser Sales Comparison Approach              | 2017 – Appraising Convenience Stores   |
| 2012 – General Appraiser Market Analysis and Highest & Best Use | 2017 – 7-Hour USPAP Update Course  |
| 2012 – General Appraiser Site Valuation & Cost Approach         | 2017 – Small Hotel/Motel Valuation   |
| 2012 – General Appraiser Income Approach Part II                |  |
| 2012 – General Appraiser Report Writing and Case Studies        |  |

## Professional Designations, Certifications and Affiliations

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- 2018 – Present     Designated Member of the Appraisal Institute (MAI)
- 2017 – Present     Wisconsin Chapter of the Appraisal Institute Board of Directors
- 2014 – Present     Wisconsin Certified General Appraiser – License No. 2061-10