



Jan A. Sell

Sell & Associates, Inc.

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Certified General Appraiser in the states of Arizona, California, Colorado, Hawaii, Nevada, New Mexico, and Texas. Jan has also been called upon to appraise property in Alaska, Iowa, Missouri, Oregon, Pennsylvania, Utah, Washington, Wyoming and California Del Norte and Sonora, Mexico.

Expertise:

- Consulting legal counsel and providing expert witness testimony of real estate related valuation issues.
- Valuation of income producing property including big box retail shopping centers, office buildings, industrial buildings, hospitality related properties
- Valuation of large estate portfolios
- Valuation of undivided partial interests
- Investigative and forensic valuation services involving financial and real estate fraud
- Valuation of different types of property rights
- Court appointed commissioner
- Daubert Challenges
- Market research and analysis – Providing foundational information to map and forecast economic trends

Expert Witness Courts:

- **State Courts:** Maricopa, Navajo, Coconino, Cochise and Yavapai Counties, Arizona; Clark County, Nevada; San Mateo County, California
- **Federal District Courts:** Phoenix and Tucson, Arizona; San Diego and San Francisco, California; Las Vegas and Reno, Nevada; and Lubbock, Texas

Professional Designations and Licenses:

- **MAI:** Member, Appraisal Institute, Certificate #6137, Awarded 1980
- **SR/WA:** Member, International Right of Way Association, Awarded 2007
- **SRA:** Senior Residential Appraiser, Appraisal Institute, Awarded 1977
- **CCIM:** Certified Commercial Investment Member, CCIM Institute, Certificate #7302, Awarded 1997
- **AI-GRS:** General Review Specialist, Appraisal Institute, Awarded November 2016
- **FRICS:** Fellow, Royal Institution of Chartered Surveyors, 2008-2016 (Resigned)
- **Member-Real Estate Counseling Group of America 2004-Present**
- Certified General Real Estate Appraiser, Certificate No. 30120, State of Arizona
- Certified General Appraiser, Certificate No. AG 012190, State of California
- Certified General Appraiser, Certificate No. CG.200000730, State of Colorado
- Certified General Appraiser, Certificate No. CGA848, State of Hawaii
- Certified General Appraiser, Certificate No. A.0000071-CG, State of Nevada
- Certified General Appraiser, Certificate No. 03431-G, State of New Mexico
- Certified General Appraiser, Certificate No. TX 1348433 G, State of Texas
- Previously licensed in Alaska, Oregon, Utah, Washington, Wyoming
- Licensed Real Estate Broker, License No. BR005056000, State of Arizona since 1981
- Property Tax Agent, State of Arizona, Registration #2010044
- Licensed Private Pilot

Education:

- Master of Science in Real Estate Appraisal (4.0 GPA), Opus Graduate School of Business, University of St. Thomas, St. Paul, Minnesota, May 2008
- "Certificate of Advanced Appraisal Study", Opus Graduate School of Business, University of St.

- Thomas, St. Paul Minnesota, May 2006
- Post Graduate Study in Real Estate, College of Business Administration, Arizona State University, Tempe, Arizona, 1974-1978
- Bachelor of Science Degree in Business Administration, Specialization in Real Estate, Arizona State University, Tempe, Arizona, 1974
- Robert Morris College, Pittsburgh, Pennsylvania, 1970-1972
- Numerous classes and seminars from 1974 through Present relation to Real Estate Valuation, Consultation, Brokerage and numerous related fields and topics

Professional and Civic Activities:

- Society of Real Estate Appraisers: Member National Computer Applications Committee, 1985-1986
- Society of Real Estate Appraisers: Chapter 68 -- Chairman, Professional Practice Committee and Past Chairman Nomination Committee
- Society of Real Estate Appraisers: Special Assistant to the International President, 1980-1981
- Society of Real Estate Appraisers: Young Advisory Council, 1977 and 1978
- Society of Real Estate Appraisers: Chapter 68 -- Member, Board of Directors, 1976-1982; President, 1980 - 1981; Vice President, 1979-1980; Treasurer, 1978-1979
- Society of Real Estate Appraisers: Chapter 68 Chairman, Internship Committee, 1978-1982 and 1985
- Society of Real Estate Appraisers: Chapter 68 Member, Education and Program Committee, 1977
- Dobson Ranch Homeowner's Association: President, Board of Directors, 1980-1981
- City of Mesa, Arizona: Chairman, Zoning Adjustment Board, 1982 and 1983; Member from 1976-1983
- City of Mesa, Arizona: Member, Traffic Safety Committee, 1984-1986
- City of Mesa, Arizona: Member, Design Review Advisory Board, 1986-1990
- Leadership Training and Development Graduate, Mesa Chamber of Commerce, 1984-1985
- New Hope for the Blind, Board of Directors, 1984-1986
- American Institute of Real Estate Appraisers, Arizona Chapter, Admissions Committee 1984-1987
- Appraisal Institute, Review and Counseling Committee Member, 1984-1987, 1990-Present
- Deputy Voter Registrar, Maricopa County, Arizona, 1982-1984
- Valley Partnership, R.E.O. Ad-Hoc Committee, 1989
- Appraisal Institute: Assistant Regional Member, Ethics Administration Division, 1994-Present
- International Youth Exchange Chairman, District 5510 Rotary International 1990-1995
- Assessor's Panel, Royal Institution of Chartered Surveyors, 2007-Present
- City of Tempe, Zoning Adjustment Board Member, 2011-2015
- City of Tempe, Zoning Adjustment Board Chairman, 2015-Present

Organizations:

- Appraisal Institute
- CCIM Institute
- International Right of Way Association
- Real Estate Counseling Group of America
- National Association of Realtors
- Board of Realtors - SouthEast Valley Regional, White Mountain, Flagstaff and Arizona Association of Realtors
- RERC Regional Survey Participant, RERC Real Estate Report
- Past Member, Royal Institution of Chartered Surveyors
- Past Member, National Roster of Neutrals, Commercial Panel Member, American Arbitration Association
- Past Member, Urban Land Institute
- Past Member, Baseline Rotary Club, Mesa, Arizona
- Past Member - Turn Around Management Association
- Past Member - The American Real Estate Society
- Past Member - Institute of Real Estate Management
- Past Member - Forensic Expert Witness Association
- Past Member - Lambda Alpha International

- Past Participant - Business Leaders Confidence Index (BLCI) Eller College of Management, University of Arizona/Compass Bank

Other Experience and Business Associations:

- Founding Director: Sun National Bank, Mesa, Arizona, 1984-1987
- Member: Loan Committee and Business Development Committee, Sun National Bank, Mesa, Arizona, 1984 -1987
- Vice President: Anredon Mortgage Corporation, 1981-1983
- Real Estate Sales Agent: Century 21, Tempe, Arizona, 1975-1981
- Designated Broker: Anredon Properties, Inc., a Real Estate Brokerage and Property Management Corporation, 1981-1998
- Designated Broker: CarrAmerica Realty Corporation, 2720 W. Camelback Rd., Suite 280, Phoenix, AZ, July-October 1999
- Designated Broker: Sell & Associates, Inc., 1998-2005 (except for July-October 1999)
- Designated Broker: Sell Properties L.L.C., 2005-Present
- I have remodeled numerous residential structures and commercial buildings as well as developed a custom family residence, two professional office buildings, a restaurant, a proposed 92-room motel, a retail center and a 26-unit apartment complex. Furthermore, I manage or have managed numerous residential units, office and retail buildings and other commercial properties and vacant land. I have been involved in numerous transactions as a real estate broker involving the sale of or leasing of residential, multi-family, commercial, retail, and industrial properties.

Publications and Working Papers:

- “Use of the Income Approach in Valuing a Sand and Gravel Property in a Condemnation Proceeding”, Hamilton, T. W. and Sell, Jan A. Real Estate Issues, 34(2), 35-40, 2009.
- Hamilton, T. W. and Sell, Jan A. (2011) Use of the Income Approach in Valuing a Sand and Gravel property in a Condemnation Proceeding. In D.C. Lennhoff, MAI, SRA (Ed), A Business Enterprise Value Anthology (Second Edition pp. 209-216). Chicago: Appraisal Institute.
- “Phoenix Light Rail: The Affect on Corridor Property Values in Tempe, Arizona”, Working Paper presented at the Condemnation Summit XIII, Ritz Carlton, Phoenix, Arizona, October 11, 2013
- Condemnation Summit XIII (Condemnation After Valuations – White Paper), Panel Member, Phoenix, Arizona, October 2012

Lecture and Guest Speaker:

- Valley National Bank “Redlining in the Phoenix Metropolitan Area”, 1976
- College of Business Administration, Arizona State University: Guest Lecturer, 1976-1982
- State Bar of Arizona, Faculty Member, 1993-1994
- Instructor-CLE International, "The Appraisal of Real Estate", Phoenix, AZ, August 2002
- Guest Lecturer, Master of Science in Real Estate Development program, Arizona State University, Tempe, Arizona, 2006-2007
- International Right of Way Association #73, Speaker, Surviving the Right of Way Jungle, Tucson, Arizona, September 2011
- Maricopa County Bar Association, Lecturer, “Real Estate Appraisal Testimony”, Phoenix, Arizona, February 2012
- Turnaround Management Association-Arizona, Panel Member, “A Team Approach to a Successful Reorganization”, Phoenix, Arizona, February, 2012
- Condemnation Summit X (USPAP and the Appraiser), Panel Member, Phoenix, Arizona, May 2012
- Arizona Appraisers State Conference, LLC, “Pitfalls of Commercial Appraisals”, March 2015
- Panel Member-CLE International, "The Appraisal of Real Estate", Phoenix, AZ, May 2016
- AARO, “Case Law and Other Legal Considerations”, Washington, D.C., October 23, 2016