



## M. ESTELA POETZINGER, MAI



Co-founder / President & Chief Appraiser  
Estela@MeritusAP.com

### Education

Bachelor of Arts, Major - English, Saint Olaf College, Northfield, Minnesota, August 1999.  
Graduated from Otsego High School, Tontogany, Ohio, June 1995.

### Work Experience

#### ***Co-founder / President & Chief Appraiser, Meritus Appraisal Partners, LLC, February 2016 – Present***

- Meritus Appraisal Partners provides commercial valuation services for a wide range of clients, encompassing an array of report purposes. We have an understanding of nearly all appraisal variables and our knowledge applies across the entire spectrum of property types.

#### ***Commercial Appraiser, Martin+Wood Appraisal Group, Ltd., July 2002 – February 2016***

- Served as a field appraiser completing a wide variety of appraisal assignments including appraisals of vacant / development land, multi-family, general and medical office, industrial, mixed-use, single and multi-tenant retail, religious facilities, and other special use properties. Completed valuations for a variety of purposes including mortgage financing, estate settlements, sale/purchase decisions, condemnation, and a variety of other uses.

### Professional Education and Training

7-Hour National USPAP Update Course, Appraisal Institute, 2020  
Examining Property Rights & Implications in Valuation, Appraisal Institute, 2019  
Litigation Appraising: Specialized Topics and Applications, Appraisal Institute, 2019  
Review Theory – General, Appraisal Institute, 2019  
The Appraiser as an Expert Witness: Preparation & Testimony, Appraisal Institute, 2019  
41<sup>st</sup> Annual Economic Seminar, Appraisal Institute Ohio Chapter, 2018  
Introduction to Green Buildings: Principles & Concepts, Appraisal Institute, 2018  
7-Hour National USPAP Update Course, Appraisal Institute, 2018  
Solving Land Valuation Puzzles, Appraisal Institute, 2018  
Analyzing Operating Expenses, Appraisal Institute 2017  
Subdivision Valuation, Appraisal Institute, 2017  
The Discounted Cash Flow Model: Concepts, Issues & Applications, Appraisal Institute, 2017  
40<sup>th</sup> Annual Economic Seminar, Appraisal Institute Ohio Chapter, 2017  
Small Hotel/Motel Valuation, Appraisal Institute, 2016  
Appraisal Day Seminar, International Right-of-Way Association, 2016  
Project Data Book, Ohio Department of Transportation, 2016  
Valuation of Simplistic Acquisitions, Ohio Department of Transportation, 2016  
Appraisal in Ohio under Eminent Domain, Ohio Department of Transportation, 2016  
7-Hour National USPAP Update Course, Appraisal Institute, 2016  
General Demonstration Report – Capstone Program, Appraisal Institute, 2015  
Comprehensive Review of Appraisal Concepts, Kerry Jorgensen, MAI, Instructor, 2015  
Advanced Concepts and Case Studies, Appraisal Institute, 2015  
General Demonstration Report Writing, Appraisal Institute, 2015  
Advanced Income Capitalization, Appraisal Institute, 2014  
Rates and Ratios: Making Sense of GIMs, OARs, and DCF, Appraisal Institute, 2014  
7-Hour National USPAP Update Course, Appraisal Institute, 2014

*Qualifications continued...*

Michigan Appraisal Law, McKissock, 2013  
Cool Tools: New Technology for Real Estate Appraisers, Appraisal Institute, 2013  
Advanced Internet Search Strategies, Appraisal Institute, 2013  
Using Your HP 12C Financial Calculator, Appraisal Institute, 2012  
General Appraiser Report Writing and Case Studies, Appraisal Institute, 2011  
Real Estate Finance Statistics and Valuation Modeling, Appraisal Institute, 2009  
Business Practices and Ethics, Appraisal Institute, 2008  
General Market Analysis and Highest and Best Use, Appraisal Institute, 2007  
Residential Case Study – 210, Appraisal Institute, 2005  
Basic Income Capitalization – 310, Appraisal Institute, 2004  
Separating Real and Personal Property from Intangible Business Assets – 800, Appraisal Institute, 2004  
Appraisal Procedures – 120, Appraisal Institute, 2003  
Fair Housing, Hondros College, 2003  
Condemnation Appraising: Advanced Topics and Applications – 720, Appraisal Institute, 2003  
Condemnation Appraising: Basic Principles and Applications – 710, Appraisal Institute, 2003  
Uniform Standards of Professional Appraisal Practice (USPAP) – 410, Appraisal Institute, 2003  
Appraisal Principles – 110, Ohio Board of Realtors, 2002

**Professional Affiliations**

Member, Appraisal Institute (MAI Designation)  
Completed A.I. Professional Development Program – *Litigation*  
Completed A.I. Professional Development Program – *Valuation of the Components of a Business Enterprise*  
Firelands Board of Realtors  
Northwest Ohio Realtors Association  
West Central Board of Realtors  
Realtor, The Danberry Co. – Commercial Sales and Leasing  
Bowling Green Chamber of Commerce  
Greater BG Area Real Estate Association  
Ohio Department of Transportation - Prequalified Consultant for Value Analysis and Appraisal  
MBE Certified by Ohio Department of Administrative Services (MBE-221563)  
Certified General Real Estate Appraiser by the State of Ohio (#2006004978) and Michigan (#1201073066)

