



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, 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
40th 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
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

Qualifications continued...

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)
Firelands Board of Realtors
Toledo Board of Realtors
West Central Board of Realtors
Bowling Green Chamber of Commerce
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)

