

VICTOR MICHAEL ROMANO III

MANAGING DIRECTOR – PRINCIPAL / FOUR CORNERS VALUATION SERVICES

P.O. Box 60 | 1063 Main Avenue, Suite 111 - Durango, CO 81302 | 970-259-9868 | vic@valuesolution.net

MULTIDIMENSIONAL REAL ESTATE PROFESSIONAL WITH 30+ YEARS OF EXPERIENCE IN MARKET ANALYSIS, STUDY, AND VALUATION, ESTABLISHING REGIONAL PARTNERSHIPS TO SERVE A DIVERSE RANGE OF CLIENTS AND ORGANIZATIONS.

REVIEW APPRAISER / APPRAISAL CONSULTANT / REGULATORY SPECIALIST

Regional Appraiser, Easement Appraiser, Real Estate Specialist

– Real Estate Appraisal
– Eminent Domain
– Legal Expertise
– Regulatory Compliance
– Training and Development
– Conservation Easement Specialist
– Administrative Management
– Communication and Coordination
– Analysis and Evaluation
– Advisory Services

- **Real Estate Appraisal:** Comfortable and confident performing broad-scope professional appraisal services within multiple regions. As Owner/Operator of Appraisal Solutions, LLC, produce an average of 150+ appraisals annually
- **Legal Expertise:** Distinguished record of providing legal assistance to clients and serving as expert witness in formal hearings. Recognized for knowledge and experience in condemnation, just compensation, partial acquisitions, and damages
- **Regulatory Compliance:** Proven capacity to maintain strict compliance with local and federal real estate and appraisal regulations utilizing vast knowledge of CDOT, State of Colorado, and Federal requirements
- **Analysis and Evaluation:** Adept at applying effective analysis and evaluation methods essential to accurate appraisal of commercial and residential properties & review appraisal services

PROFESSIONAL EXPERIENCE & ACHIEVEMENTS

OWNER/COMMERCIAL APPRAISAL

01/2006 to Present

Appraisal Solutions, LLC / Four Corners Valuation Services - Durango, Colorado

Expertly prepare a wide range of real estate appraisals, feasibility studies, rent analysis, litigation appraisal, and market studies of commercial and residential properties in the greater Durango and Southwest Colorado area.

Highlighted Duties:

- Specialize in a multitude of property types, including industrial, office, medical office buildings, restaurants, retail, hotel/motel, residential single/multi-family homes, residential subdivisions, and urban and rural lands
- Produce comprehensive Eminent Domain Appraisals for land owners, CDOT, and various municipalities
- Manage execution for appraisals involving fee and easement acquisitions, to include pipelines, highways, electric transmission lines, subsurface and underground interests, and right of way easements
- Contract, hire, train & maintain multiple office staff & appraisers for completion of Real Estate & appraisal functions
- Actively evaluate contract fee appraisals, submitted property owner appraisals for proposed project acquisition, and appraisals submitted by local public agencies
- Consistently review pertinent appraisal documentation to maintain strict compliance with CDOT, State of Colorado, and Federal requirements; serve as Subject Matter Expert (SME) in CDOT Right of Way, Uniform Act, the Uniform Appraisal Standards for Federal Land Acquisitions (Yellow Book), and USPAP
- Develop memoranda detailing the conclusions, methods, and related compliance information entailed within appraisal documentation; utilize skill in managing bureaucratic processes and administrative objectives
- Determine pertinent information associated with the valuation of properties; conduct in-depth studies through collection, verification, and reporting; utilize data to select comparable properties
- Provide expertise in evaluating excess parcels, remainder parcels, and general ledger properties for lease
- Act as appraiser & advisor to clients and property owners for multitude of property types in the southwest US
- Aid in litigation activities; testify as an expert witness in formal hearings, depositions, mediation, and arbitration; incorporate knowledge in condemnation, just compensation, partial acquisitions, and damages; also selected as one of two official Mediators for the La Plata County, Montezuma & Archuleta County Assessor & Treasurers Offices

Accomplishments:

- Selected to perform eminent domain appraisals for broad-scope Federal Stimulus projects along US Hwy 160, US Hwy 550, various County Roadways as well as the Florida Road reconstruction project in Durango, CO, La Plata Electric Right of Way & GOCO projects (Great Outdoors Colorado)
- Successfully prepared 45+ complex and semi-complex eminent domain appraisals utilized in a road expansion project; garnered in excess of \$300K in fees paid by the Colorado Department of Transportation

- Completed training and certification to provide conservation easement appraisals to broad client base
- Developed extensive format and prototype for conservation easement appraisal procedure changes in 2014

PRESIDENT/FOUNDER

12/2000 to 01/2007

OAS Appraisal Services, Denver, Colorado

Built appraisal service organization from the ground up to provide commercial and residential valuations to clients in the Denver, CO greater metropolitan area.

Highlighted Duties:

- Led a five personnel appraisal and administrative staff in daily operations associated with appraisal services
- Incorporated knowledge and experience in Compared Sales Analysis, Cost Approach, and Income Approach to make market value determinations
- Provided expertise in residential properties, two to four family income producing properties, and mixed use properties for mortgage banking, government funded loans, private estates, and tax purposes
- Facilitate training programs for appraisal apprentices; conducted MLS and Ala Mode Software presentations and evaluated peer appraisal reports
- Proactively partnered, contracted and advised third party appraisers to develop appraisal documentation
- Supplied written documentation as a resource for evaluating appraisal report conclusions, processes, and compliance information
- Applied comprehensive analysis and evaluation methods to verify, collect, and report pertinent valuation data

Accomplishments:

- Successfully established a diverse client base of leading area lending organizations
- Recognized for leading value-added appraisal training events for up to 10 colleagues and subordinates

REAL ESTATE APPRAISER

04/1996 to 03/2000

CB Richard Ellis Inc., Denver, Colorado

As Real Estate Appraiser for a highly reputable and established firm, produced comprehensive narrative real estate appraisals for clients in the greater Denver, CO area under the supervision of MAI appraisers.

Highlighted Duties:

- Performed appraisal activities for commercial and residential properties, encompassing office, retail, industrial, single and multi-family, apartment (5+ units) residential, hotel and motel, medical office buildings, restaurants, industrial and residential subdivisions, and both urban land and rural farm & ranch lands
- Described appraisal determinations and processes through the production of written memoranda
- Utilized highest and best use analysis for the valuation of projects to select comparable properties in cost, sales, and comparison approaches to value
- Specialized in feasibility studies, rent analysis, market studies, cash flow assessment, and absorption studies

Accomplishments:

- Developed collaborative relationships with a multitude of high volume financial lending institutions
- Instituted and coordinated new processes for preparing commercial appraisal reporting and presentations

EDUCATION/PROFESSIONAL DEVELOPMENT

Colorado State University - Business Administration Degree, Major: Finance & Real Estate, 09/1989 to 06/1993

Lincoln University - Finance/Marketing Courses International Study Program (New Zealand), 06/1991 to 12/1991

Specialized Education:

Uniform Act - IRWA Course 105 - 8-Hr/2026 - Practicing Assessment Appeals 4 Hr/2024 - Contemporary Innovations in Appraisal Litigation 8 Hr/2024 - Appraising Small Apartment Properties 4 Hr / 2024 - New Construction Luxury Homes 3 Hr / 2024 - Income Case Studies for Commercial RE - 4 Hr/2024 - Using Appraisal Templates 3 Hr /2024 - Valuation of Residential Solar/2024 - 2026 USPAP - 7 Hour Update - Market Disturbances 4 Hr/2024 - Appraiser Law In The Real World / 2023- Appraising Small Apartment Properties/2022 - Market Disturbances-Market Analysis in Atypical Markets and Cycles/2022 - New Construction Essentials: Luxury Homes/2022 - USPAP - 7 Hour Update / 1998 - 2022 - The Uniform Appraisal Dataset (UAD)/2020 - ASFMRA - (A250) Eminent Domain/2019 - Relocation Appraisal & The ERC Form/2018 - ASFMRA Annual Conference Program/2018