

# INTELLIGENT SOLUTIONS TO APPRAISAL PROBLEMS



**ROBERT DUNHAM, MAI, SRA**  
PRESIDENT, VALUPOINT

State Certified General RE Appraiser License # RZ0001984



**VALU-POINT.COM**

## SPECIALITIES

The first thing you need to know is that all appraisers are not alike; the relatively recent phenomenon of licensing has created a group of "generalists"; we are not generalists! Our skills are proven and focused on providing an important combination of valuable experience in Florida's volatile markets (more than 35 years) and employing the best available technology to provide intelligent and well considered solutions to problems. Remember, not all problems require an appraisal; we are counselors and consultants first and appraisers second seeking to provide the most cost effective and well supported opinion that will enable our clients to most effectively use the information provided.

Every assignment we are engaged for begins with a basis is "Market Analysis" as we seek to understand not just what the value may be but why, for how long and under what circumstances. We invite you to visit our companion service line descriptions found at [www.southeastmarketanalysts.com](http://www.southeastmarketanalysts.com) for a more complete description of the market consulting role and process. We resist the temptation to look for "three sales" and rush to a value judgment. Among the resources we typically employ are:

[www.stdbonline.com](http://www.stdbonline.com)

[www.costar.com](http://www.costar.com)

### **Our current work profile includes the following areas of specialization:**

- Unfinished subdivisions and condo projects
- Property tax appeal expert testimony
- Litigation support for Eminent Domain, REO consulting, corporate, partnership or family dissolution
- Highest and best use studies (before the project and after the mistake)
- Feasibility analysis

### **We seek the unusual and difficult assignments and seldom provide appraisals or consulting for mortgage loan underwriting. Our clients include:**

- Attorneys
- CPA Firms
- Bank loan workout specialists and regulators
- Land owners and developers
- Corporate real estate executives

Most importantly the principal and staff in this firm work as a team, each contributing a piece, a skill or a related experience and the conclusions are thoroughly vetted and tested before the report is delivered to the client. It is our policy to deliver the report and arrange for a full discussion of issues and findings. We pride ourselves on our thoroughness in exploring all reasonable possibilities and techniques before concluding our work.

## ABOUT US

We are a team of professionals operating in a creative problem solving environment. Each of us brings a particular skill, experience, education and a zealous intent to help create intelligent answers and solutions to thorny real estate questions. Most companies with whom we compete don't operate in this way; many are production shops with a designated and experienced principle but choose to concentrate on the quantity of work that can be produced rather the quality of work than can result from our approach. Their plan is not wrong for them but is clearly different.

I have noticed as a teacher, professional and businessman that the lifeblood of my chosen field, apprenticeship and mentoring has largely disappeared. I make it my mission to use each assignment as an opportunity to provide a learning and contributing environment and one in which the answer is not just mine and certainly not just because I say so.

**For more information about Robert W. Dunham, click on the following link:**

[http://www.appraisalinstitute.org/findappraiser/show\\_Member\\_Profile.asp?p=b9YApnyTCC6anRM1CCc8DERxVZXWe4yCCK](http://www.appraisalinstitute.org/findappraiser/show_Member_Profile.asp?p=b9YApnyTCC6anRM1CCc8DERxVZXWe4yCCK)

## **VALUPOINT VALUATION COUNSELING**

The Kress Building  
475 Central Avenue – Suite 400 E  
St. Petersburg, FL 33701  
727-366-5740  
r.dunham2@verizon.net  
Valu-point.com