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Work Experience: **Chief Appraiser and Principal, The Meridian Valuation Group, San Jose, California**
04/1984 - Present

Duties, Accomplishments, and Related Skills:

My appraisal practice is currently limited to the review of real property appraisals for federally regulated financial institutions.

My work includes assisting my bank clients in the development of compliant assignment and engagement letters, the development of bank appraisal quality control systems and appraisal review policies, the selection of appraisers for bank appraiser panels, the training of bank officers in appraisal compliance requirements, and the review of narrative appraisal reports submitted to my client banks.

I teach my clients that every aspect of the communication between the appraiser, the reviewer, and the bank must be transparent. A true copy of my review report to the bank is given to the appraiser who has been reviewed. Each comment appearing in my review report is accompanied by a citation of the pertinent USPAP Standards Rule or federal law, regulation or guideline. My signature, phone number and email address appear at the end of each report. There are no secrets.

It is my experience that this "open book test" approach to appraisal review elicits a high degree of cooperation from the appraisers who are reviewed, and most arguments are settled in a few minutes by referring to the USPAP Standards Rules or federal regulations.

This is in contrast with the discredited "cops and robbers" model of appraisal review that has created so much confusion and resentment in past years.

I am:

A Certified General Appraiser State of California [CA #AG009239]

An AQB-Certified Instructor of the USPAP [#10309]

A former consultant to the California State Office of Real Estate Appraisers. I have performed reviews of appraisals for both the Compliance Division and the Licensing Division of the California Office of Real Estate Appraisers

A guest Appraisal Instructor: West Valley College, Saratoga, California

A guest Appraisal Instructor: DeAnza College, Cupertino, California

For three of the past six years I have been the keynote speaker at the California Bankers' Associate Chief Credit Officers Symposium in which I presented *A Model Program for Appraisal Review for Regulated Institutions*

Education: Trinity University
Stanford University
Four+ years completed, three of these at Stanford
GPA: 3 of a maximum 4
Credits Earned: 120+ Quarter hours
Major: German Literature **Minor:** Philosophy

Job Related Training: See Transcript from the Appraisal Institute

Language Skills:	Language	Spoken	Written	Read
	English	Advanced	Advanced	Advanced
	Chinese	None	Novice	Novice
	German	Intermediate	Intermediate	Intermediate
	Spanish	Novice	Novice	Novice

Affiliations: The Appraisal Institute - MAI Candidate in Good Standing

Professional Publications: [It's About Time](#)

This paper addresses the subject of *exposure time* in real property appraisals. This paper was originally developed for presentation to the Appraisal Standards Board in response to their 2007 announcement that they intended to remove the requirement to report exposure time from the USPAP. Western Publishing Company commissioned me to write a similar article for inclusion in an appraisal textbook. I developed this paper because I discovered widespread misunderstanding of the importance of exposure time in the definition of market value.

A Model Program for Appraisal Review for Regulated Institutions

I developed this paper for use in a seminar that I have presented to Chief Credit Officers' Symposium of the California Bankers' Association in three of the past six years. This paper presents a system of appraisal quality control based on models from the airline industry and group medical practice. This paper was inspired by the ideas of Mr. Philip Crosby [Quality Without Tears] and Atul Gwanda [The Checklist Manifesto].

References:	Name	Title	Phone	Email
	Pat Carman Central Valley Community Bank	VP/Senior Credit Officer	(209) 820-7951	Pat.Carman@cvcb.com
	John C. Hanna.MAI Hanna & Associates	Independent Appraiser	(831) 293-8237	jhannamai@gmail.com
	Steve Brown, MAI Brown & Associates	Independent Appraiser	(831) 455-1991	steve@sba-realestate.com
	Bob Silides Seacoast Commerce Bank	SVP / Commercial Loan Manager	(619) 409-5705	rsilides@sccombank.com

Additional Information: I studied at the Free University in Berlin for a period of one year. My education includes honors programs at the University of Arizona and at Trinity University, and Summer studies at UC Berkeley.

I have a thorough knowledge of the USPAP Standards Rules, Statements, and Advisory Opinions. Every working day I discuss the meaning and intent of the words in this document with my peers.

I have a good working knowledge of the federal laws, regulations and guidelines pertaining to appraisals developed for use by federally regulated financial institutions. Every working day I discuss the requirements of these documents with the appraisers that I review.

I am a proficient speed reader. In early 2014 I sat for the GMAT. I scored in the 96th percentile for verbal skills.

I am skilled in the use of Microsoft Word.

I am competent in the development of discounted cash flow models in Excel.

I am skilled in the use of Dragon Naturally Speaking. As a result, I am able to outpace those whose typing skills are superior to mine.

I write clearly.

I have more than 20 years experience in the review of complex real property appraisals. I can perform this task without supervision, but I am interested in the opinions of my peers and colleagues.

I am not addicted to "being right", and comfortable when proven wrong.

I am genuinely interested in appraisal theory.

I am used to working long hours.

I am a State of California as a Certified General Appraiser. I have previously been certified in the State of Washington.

I am an acknowledged expert in reviewing complex appraisals for conformance to USPAP as well as with applicable federal laws, regulations and guidelines. I have thoroughly studied the 2010 revision of the 1994 Federal Interagency Memorandum, and I regularly review OCC Circulars regarding appraisal matters. In the course of my review practice, I have reviewed various sections of the USPAP each week for the past 20 years.

I have extensive experience in the appraisal of commercial, industrial, and mixed-use properties. I have special expertise in the appraisal of land development and subdivision properties as well as other properties for which the highest and best use cannot be realized in present time.

I regularly attend classes offered by the Appraisal Institute. I am an advanced candidate for the MAI designation in good standing.

I have extensive experience in organizing, designing and writing narrative appraisal reports and in supervising other appraisers.

I perform appraisal reviews for a number of banks that specialize in loans secured by agricultural and rural properties. As a result, I confer with "agricultural" appraisers on a regular basis.

I have no experience in the appraisal of right-of-way interests or condemnation appraisals. It has always been my practice to refer these assignments to other appraisers.

I have only limited experience in the review of broker price opinions or "evaluations" performed outside of appraisal practice. However, I have developed a significant theoretical basis regarding the differences between brokers' price opinions and appraisals.

I am competent in the development of cash flow projections, but I am not highly skilled in the use of sophisticated portfolio modeling programs such as ARGUS.

I own several small real property investments, and I have served as a consultant to an investment group that has acquired large distressed commercial properties in the Midwestern states. This "real world" experience has left me with a mindset that is somewhat more skeptical about projected cash flows than many of my peers.

My experience in the use of appraisal methods, practices and techniques is broad, and my knowledge of the application of economic principles in real property appraisal is extensive.

However, my training in statistical analysis techniques is very basic. I am currently working my way through *An Introduction to Statistics for Appraisers* published in 2009 by the Appraisal Institute, but as the title suggests, this is an elementary treatment of the subject. I am aware that practicing appraisers apply statistical concepts in an unsophisticated manner every day. I believe this is the area in which appraisal practice will be most changed in the coming decade, and I am preparing myself for this change.

The scope my work has included the development of discount rates, occupancy rates, the measurement of depreciation, replacement costs, the analysis of the sales prices of similar properties, the analysis of income and expense streams, and the estimation of reversionary values.

I am a nationally-recognized expert on the subject of *exposure time* in appraisal reports.

I have considerable experience with the examination process for regulated institutions pertaining to appraisal regulations, including recent correspondence with the San Francisco Office of the FDIC regarding an ongoing examination of one of my bank clients. In the course of these discussions, I was able to persuade the examining team to amend some of their practices in the light of regulatory requirements. Those discussions have not been concluded.

I am the author of the appraisal and appraisal reviewing policies and appraisal assignment letters of many of the regulated institutions that depend on me for appraisal compliance reviews.

I have written more than 3,000 appraisal review reports in conformance with Standards Rule 3 of the USPAP. I have written hundreds of narrative appraisal reports and scores of restricted reports.

I have developed real estate training classes for both bankers and appraisers, and I have taught in the classroom. I have prepared numerous legal briefs, containing both appraisals and reviews, of the work products of other appraisers.

I have presented complex appraisal theories and ideas to moderate-size groups including appraisers, students, and chief credit officers of numerous banks. I have been trained in the art of visual presentation of quantitative information by Edward R. Tufte of Yale University.

Several years ago I was invited by Mr. Wallace Young to present some of my ideas to a small group of Senior Examiners of the Federal Reserve Bank of San Francisco. In particular I discussed with them my concerns arising from common errors found in my review practice, including the citation of so-called "opinions of aggregate retail value" , and confusion regarding the terms *extraordinary assumption*, *hypothetical condition*, *exposure time* and *marking time*. **On August 21, 2014 I addressed the Region 12 Federal Reserve Bank examiners on the subject of common problems found in the course of my appraisal review practice.**

The students in my 15-hour USPAP class consistently give me "outstanding" ratings. I am a good teacher of this subject, because I am interested in both the material and my students.

My mentor for clear writing is a former Seth Low Professor of History at Columbia University. Mr. Jacques Barzun. Mr. Barzun is the author of a number of erudite books on culture and language, but among his more modest works is a little *rhetoric* entitled *Simple and Direct*. His main thesis is apparent in the title. At the front of the book he includes this quotation: "Good writing is like driving sheep down a country road. If there are any gates left open along the sides of the road, some of the sheep will escape into the adjoining fields. Good writing requires not that you write so that you *can* be understood, but so that you *must* be understood." I remember this admonition each time I put pen to paper.