

Benjamin R. Sellers, MAI

PROFESSIONAL EXPERIENCE

SELLERS & ASSOCIATES, VALUATION AND ADVISORY SERVICES, Clinton, TN	2009 to Present
COLUMN FINANCIAL INC. (A CREDIT SUISSE COMPANY), Atlanta, GA	2007 & 2008
JP MORGAN COMMERCIAL MORTGAGE CAPITAL, Dallas, TX	2006

PROFESSIONAL AFFILIATIONS

APPRAISAL INSTITUTE	
Vice Chair, Education Committee	2017-2019
Member, Education Committee	2016-2019
Member, Demonstration Report Grading Panel	2015-2019
Facilitator, General Demonstration Report—Capstone Program	2016-2019
Member, Greater Tennessee Chapter Board of Directors	2016-2019
Chair, Greater Tennessee Chapter Education Committee	2017-2019
Member, Greater Tennessee Chapter Education Committee	2016
Invited Participant, Leadership Development & Advisory Council	2014 to 2016
Member, Admissions and Designation Qualifications Committee	2015
Member, Greater Tennessee Chapter Finance Committee	2015
MAI Member (MAI)	2014 to Present
Invited Participant, Property Rights Symposium	2017

EDUCATION

TEXAS A&M UNIVERSITY, MAYS BUSINESS SCHOOL, College Station, TX	December 2006
Master of Land Economics and Real Estate	
UNIVERSITY OF TENNESSEE, Knoxville, TN	December 2003
Bachelor of Science in Business Administration, Finance	

APPRAISAL INSTITUTE PROFESSIONAL COURSES COMPLETED:

Litigation Appraising: Specialized Topics and Applications	2018
Condemnation Appraising: Principles & Applications	2017
The Appraiser as an Expert Witness: Preparation & Testimony	2016
Standards of Professional Practice	2009, 2012, 2014, 2016, 2018
Advanced Spreadsheet Modeling for Valuation Applications	2015
Advanced Market Analysis and Highest & Best Use	2015
Fundamentals of Separating Real Property, Personal Property, and Intangible Business Assets	2014
Advanced Concepts and Case Studies	2013
Quantitative Analysis	2013

APPRAISAL INSTITUTE SEMINARS ATTENDED:

Automation for Real Estate Appraisers	2017
Practical Highest & Best Use	2017
Case Studies in Complex Valuation	2016
Complex Litigation Appraisal Case Studies	2015
Subdivision Valuation: A Comprehensive Guide to Valuing Improved Subdivisions	2015
Marketability Studies: Six-Step Process & Basic Applications	2012
Appraising the Appraisal	2012
Evaluating Residential Construction	2009
Evaluating Commercial Construction	2009

PROFESSIONAL LICENSE AND QUALIFICATION

Certified by the Tennessee State Appraiser Commission as State General Certified Appraiser (# 4560)
Licensed by the Tennessee Real Estate Commission as an Affiliate Broker (# 331773)

PRESENTATIONS

Co-Developer/Presenter: "Quick Hits of Market Analysis and Valuation Techniques" Nashville, TN 07/18
Developer/Presenter: "Education Developer Panel: The Challenges and Rewards of
Developing Appraisal Institute Education" Nashville, TN 07/18
Discussion Leader: "Appraisal Education – Meeting the Market" Atlanta, GA 05/17
Co-Developer/Presenter: "Dark Stores: What to do?" Chattanooga, TN 03/17
Co-Developer/Presenter: "Market Analysis Application into the Appraisal" Charlotte, NC 07/16
Discussion Leader: "Advancing Appraisal Professionalism" Nashville, TN 04/16
Co-Developer/Presenter: "Market Analysis Practical Applications" Dallas, TX 07/15

TEACHING

APPRAISAL INSTITUTE

Associate Instructor, Advanced Market Analysis & Highest and Best Use Dallas, TX 02/2018

OTHER

Guest Lecturer, Texas A&M University, Master of Real Estate Program College Station, TX: 11/16

PUBLICATIONS

Author: "Key Lessons on Market Analysis and the Appraiser Process", *Opinions of Value Blog*, Appraisal Institute, 2017
Contributing Editor: *How Tenants Create or Destroy Value: Leasehold Valuation and Its Impact on Value*, Appraisal Institute Seminar (2018)