

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

COURT TESTOMONY EXPERIENCE

Downy Oil Company, Inc., Et Al v. SlyReal Properties, Inc., Et Al.	2021
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PROFESSIONAL AFFILIATIONS

APPRAISAL INSTITUTE

Chair, Education Committee	2020-2022
Vice Chair, Education Committee	2017-2019
Member, Education Committee	2016-2022
Member, Demonstration Report Grading Panel	2015-2022
Facilitator, General Demonstration Report—Capstone Program	2016-2021
Officer, Tennessee Chapter	2020-2022
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 Master of Land Economics and Real Estate	December 2006
UNIVERSITY OF TENNESSEE , Knoxville, TN Bachelor of Science in Business Administration, Finance	December 2003

APPRAISAL INSTITUTE PROFESSIONAL COURSES COMPLETED:

Valuation of Conservation Easements	2019
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, 2020
Advanced Spreadsheet Modeling for Valuation Applications	2015
Advanced Market Analysis and Highest & Best Use	2015, 2017
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:

Rapid Response: Market Analysis in Volatile Markets	2021
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: Appraisal Review-General	2012
Evaluating Residential Construction/Evaluating Commercial Construction	2009

PROFESSIONAL LICENSE AND QUALIFICATION

Certified by the State of Tennessee as Certified General Real Estate Appraiser (# 4560)
Certified by the State of Georgia as Certified General Real Property Appraiser (# 391205)
Certified by the State of Alabama as Certified General Real Property Appraiser (# G01399)
Certified by the State of South Carolina as Certified General Real Property Appraiser (# 8100)
Licensed by the Tennessee Real Estate Commission as an Affiliate Broker (# 331773)

PRESENTATIONS

Co-Developer/Presenter: “Diminution Valuation Assignments Enhance the Importance of Highest and Best Use”	Denver, CO 07/2019
Co-Developer/Presenter: “Quick Hits of Market Analysis and Valuation Techniques”	Nashville, TN 07/2018
Developer/Presenter: “Education Developer Panel: The Challenges and Rewards of Developing Appraisal Institute Education”	Nashville, TN 07/2018
Discussion Leader: “Appraisal Education – Meeting the Market”	Atlanta, GA 05/2017
Co-Developer/Presenter: “Dark Stores: What to do?”	Chattanooga, TN 03/2017
Co-Developer/Presenter: “Market Analysis Application into the Appraisal”	Charlotte, NC 07/2016
Discussion Leader: “Advancing Appraisal Professionalism”	Nashville, TN 04/2016
Co-Developer/Presenter: “Market Analysis Practical Applications”	Dallas, TX 07/2015

TEACHING

APPRAISAL INSTITUTE

Associate Instructor, Advanced Market Analysis & Highest and Best Use	Dallas, TX 02/2018
Associate Instructor, Advanced Market Analysis & Highest and Best Use	Nashville, TN 04/2019

OTHER

Guest Lecturer, Texas A&M University, Master of Real Estate Program	College Station, TX: 11/2016
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PUBLICATIONS

Contributing Author: *The Appraisal of Real Estate*, 15th Edition textbook, The Appraisal Institute, 2020
Contributing Editor: *Appraiser’s Guide to Expert Witnessing*, Appraisal Institute Seminar, 2019
Co-Author: “Diminution Valuation Assignments Enhance the Importance of Highest and Best Use”, *Opinions of Value Blog*, Appraisal Institute, 2019
Contributing Editor: *How Tenants Create or Destroy Value: Leasehold Valuation and Its Impact on Value*, Appraisal Institute Seminar, 2018
Author: “Key Lessons on Market Analysis and the Appraiser Process”, *Opinions of Value Blog*, Appraisal Institute, 2017

PROFESSIONAL AWARDS

2020 recipient of the Roscoe D. Jackson Award from the Tennessee Chapter of the Appraisal Institute, recognized for outstanding service.