

## QUALIFICATIONS AND EXPERIENCE OF SARAH E. LAND, MAI

**POSITION:** Certified General Real Estate Appraiser, MAI  
Vice President, Co-Owner  
David Matthews Associates  
20 NW Third Street, Suite 210  
Evansville, IN 47708  
Telephone: (812) 428-6000  
Fax: (812) 428-7092

**LICENSE #:** Indiana - CG40700776  
Illinois - 553.001974  
Kentucky – 5185

**EDUCATION:** University of Evansville, Evansville, IN; BS 5/04  
Major: Business Administration with Marketing concentration  
Minor: Mass Communications

Harlaxton College, Grantham, England; Fall 2002  
British Studies

Completed Appraisal Institute Courses:  
Appraisal Principles - AI 09/2004  
National USPAP Course - AI 11/2004  
Appraisal Procedures - AI 02/2005  
Small Res.Income Property - Education Resource 02/2005  
Basic Income Capitalization - AI 07/2005  
General Applications - AI 04/2006  
Advanced Income Capitalization - AI 05/2007  
Business Practice & Ethics - AI 9/2008  
General Market Analysis & Highest and Best Use - AI 11/2008  
Report Writing and Valuation Analysis - AI 12/2008  
Advanced Sales Comparison & Cost Approaches - AI 9/2009  
Advanced Applications - AI 7/2010  
Successfully completed Comprehensive Examination - AI 7/2011  
General Demonstration Report Writing – AI 4/2014  
General Demonstration Report – Capstone Program – 11/2014  
Using Your HP-12C Financial Calculator – 9/2015  
Real Estate Finance, Statistics, Valuation Modeling – AI 9/2015  
Data Verification Methods – AI 9/2015  
Introduction to Green Buildings – AI 2/2017  
Comparative Analysis – AI 3/2017

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Small Hotel/Motel Valuation – AI 7/2017  
Supervisory Appraiser/Trainee Appraiser Course – AI 11/2017  
Rural Valuation Basics – AI 3/2019  
Evaluating Commercial Leases – AI 4/2019  
Valuation of Conservation Easements – AI 5/2019  
Review Theory – General – AI 10/2022  
Aerial Inspections for Real Estate Appraisers – 4/2023  
FHA Update – 4/2023  
2023 Leadership Development & Advisory Council – 5/2023

### **PROFESSIONAL MEMBERSHIPS:**

Appraisal Institute – Member (MAI) 11/2014 to present  
Appraisal institute – Candidate for Designation 11/12 –11/14  
Appraisal Institute - Associate Member 11/2005 to 11/2012  
Appraisal Institute - Affiliate Member from 12/2004 to 11/2005  
Biltmore Who's Who - Honored Member since 12/2008

### **VOLUNTEER EXPERIENCE:**

Hoosier State Chapter Appraisal Institute Public Relations Chair - 2023  
Evansville Branch Chapter Chair for the Hoosier State Chapter of The Appraisal Institute - 2017  
Wolfgang Orchestra and Chorus Member (Viola Player) 5/2011 – Present  
Hoosier State Chapter Appraisal Institute Newsletter & Website Chair 2/2006 - 1/2013  
Hoosier State Chapter Appraisal Institute Associate Guidance / Admissions Board Member - 1/2008 - 1/2009  
Business Mentor for University of Evansville students Spring 2007  
American Red Cross Marketing Assistant 2006 - 2007

### **EXPERIENCE:**

David Matthews Associates (10/03 - Present)  
Designated MAI ~ 11/1/2014 - Present  
Certified General Appraiser ~ 11/29/07 - Present  
Licensed Appraiser Trainee (TR40500132) ~ 3/29/05 - 11/28/07  
Research Assistant ~ 5/04 - 3/28/05  
Intern ~ 10/03 - 5/04

**PREVIOUS CLIENTS:** (Partial List)

Banks and Lenders:

Bank of Evansville  
Banterra Bank  
Busey Bank  
Casey State Bank  
Community State Bank  
Dieterich Bank  
Easy Financial LLC  
Elberfeld State Bank  
Evansville Commerce Bank  
Evansville State Bank  
Evansville Teachers Federal Credit Union  
Farmers State Bank  
Field and Main Bank  
Finemark National Bank & Trust  
Fifth Third Bank  
First Bank  
First and Farmers Bank  
First Chicago Bank  
First Federal Savings Bank  
First National Bank of Carmi  
First Security Bank  
The Flora Banking Company  
German American Bank  
Hoosier Hills  
Illinois National Bank  
Imperial Capital Bank  
Integra Bank  
Legence Bank  
Lynnville National Bank  
Morton Community Bank  
Newburgh National Bank  
Oak Brook Bank  
Ohio Valley National Bank  
Old National Bank  
Peoples National Bank  
People's Trust & Savings Bank  
Planters Bank  
The Private Bank  
Providence Bank  
Regions Bank  
Sterling United Federal Credit Union

Banks and Lenders Continued:

Springs Valley Bank and Trust  
Symphony Bank  
United Community Bank  
United Fidelity Bank  
Vectra Bank  
Wells Fargo  
Wood and Huston Bank

Law Firms:

Baker & Daniels LLP  
Bamberger Foreman Oswald Hahn  
Bob Zoss Law Office  
Bowers Harrison  
Bumb & Vowels LLP  
Dave Robinson Law  
Frick Powell LLP  
Kahn, Dees, Donovan & Kahn  
Terrell Baugh Salmon Born LLP  
Van Haafon & Farrar Law  
Fine & Hatfield  
Farmer, Scott, Ozet, Robinson & Schmitt  
Ziemer, Stayman, Weitzel & Shoulders, LLP

Agricultural:

American Farm Mortgage  
Walgrove Corporation  
Graber Farms  
Gray Entities  
Locust Street Company, Inc.  
Mumford Farms  
Nature Conservancy  
Posey County Farm Inc.  
Strode Farms

Government:

City of Evansville  
City of Jasper  
Evansville Redevelopment Commission  
Evansville Brownfield Corp.  
Evansville Dept. of Metro Development  
Evansville Department of Parks and Recreation

**PREVIOUS CLIENTS CONTINUED:**

Government Continued:

Evansville Housing Authority  
Evansville Sewer and Water  
Scott Township Trustees  
INDOT

Corporations:

Belin, Lamson, McCormick, Zumbach, Flynn  
Bernardin Lochmueller & Associates  
Bower Corporation  
Buehler's Buy Low  
Busler Enterprises  
Charlier Corporation  
CSX  
Decem Investments  
Evapar  
Harding Shymanski  
Lake Group LLC  
Pepsi Beverage Company  
Phar Crest Land Corporation  
Royal Crown Bottling  
Vectren