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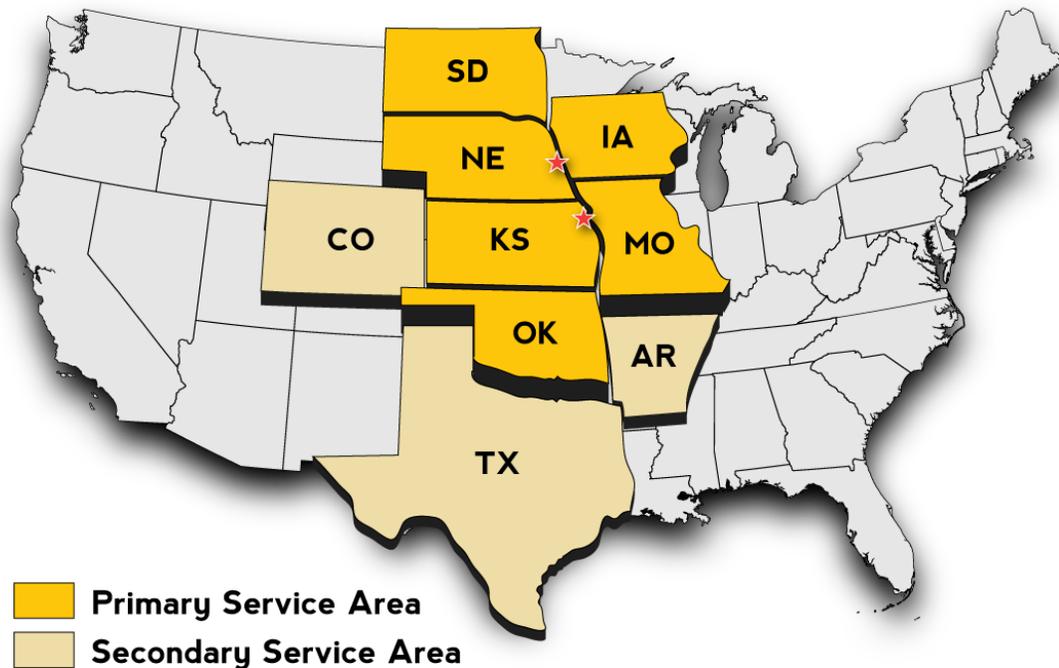


## COMPANY PROFILE

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## GEOGRAPHIC AREAS OF SERVICE

With offices in the Kansas City Metro Area (Lenexa, Kansas) and Omaha, Nebraska, our firm covers all of Kansas, Missouri, Nebraska, and Iowa. Our experience also extends to many of the surrounding states, including Texas, Oklahoma, South Dakota, Arkansas, and Colorado. Our team's specialization in select property types including multifamily, self-storage, and "big box" retail has offered frequent opportunities to provide services beyond our primary and secondary service areas.



### PRIMARY SERVICE AREAS

- Kansas
- Missouri
- Nebraska
- Iowa
- South Dakota
- Oklahoma

### SECONDARY COVERAGE AREAS

- Texas
- Arkansas
- Colorado

## OUR COMPANY

Mainland Valuation Services (MVS) is headquartered in the Kansas City Metropolitan Area in Lenexa, Kansas. We recently opened a satellite office in Omaha, Nebraska. Our firm specializes in commercial real estate appraisal services and consulting. Our coverage area encompasses the Midwest with a large focus in Kansas, Missouri, Nebraska, and Iowa.

Established in 1992 by Gerald R. Maier, J.D., CPA, MAI, the firm now operates under the partnership of Mr. Maier, Curtis Frazier, MAI, and Thomas Scaletty, MAI. Members of our firm maintain active appraisal licenses in Kansas, Missouri, Nebraska, Iowa, South Dakota, Texas, and Oklahoma.

## OUR APPROACH AND PHILOSOPHY

MVS strives to provide clear, credible, and reliable valuation services in a timely manner to assist our clients in lending, development, litigation, tax appeal, and other decisions regarding real estate. With the aid of an extensive database and advanced appraisal platform, we pride ourselves on being thorough and timely.

## SPECIAL STRENGTHS

With nearly 90 years of combined appraisal experience, MVS has had the opportunity to work on a variety of complex assignments involving all types of property. The extensive research conducted over the last several years as part of appraisal and consulting assignments involving hundreds of multifamily assets has provided MVS an extensive database. Collection of actual income statements, construction cost data, comparable sales, absorption history, and capitalization rates allows us to continually update our approach and work product to meet the highest standards.

A significant number of the multifamily appraisal services provided by Mainland are performed for Fannie Mae or Freddie Mac loans. Other multifamily clients include local, regional, and national banks and FDIC and USDA Rural Development. The firm prepares appraisals for market rate projects, LIHTC, project-based Section 8 housing, and projects with bond financing. In many cases, assignments involve valuing tax credits and analyzing bond or special financing.

Self-storage is an asset class where MVS sets the valuation and advisory bar very high. Not only has our team conducted appraisals on self-storage assets across the country, but MVS has also been directly involved with self-storage development, portfolio management, and acquisitions. The MVS team regularly attends self-storage conventions and trade shows to stay on top of all the latest trends in the industry and remain very active within the industry.

MVS specializes in providing appraisals and expert witness testimony in tax appeals. Over the last few years our team has completed hundreds of appraisals on single asset and large portfolios involving "big box" retailers, national drug stores chains, and special use properties. Our ability to demonstrate differences in value between an owner-occupied and/or vacant retail store and a retail store that has the significant benefits of a long-term lease and national credit tenant in place has been acknowledged by many authoritative bodies. Our ability to clearly communicate our extensive research and assignments results proves that MVS is a leader in this service.

# MEET OUR TEAM

## OUR PRINCIPALS

Gerald R. Maier, J.D., CPA, MAI

[jerrymaier@mainlandvaluation.com](mailto:jerrymaier@mainlandvaluation.com)

Mr. Maier obtained both his undergraduate degree and law degree from the University of Kansas. A short stint in public accounting between the two degrees allowed him to attain his CPA while attending law school. His appraisal career started in 1986. Mainland Valuation Services was started shortly after he attained his MAI in 1992. Over the past 30 years, Mr. Maier has appraised a broad range of real estate from multifamily and golf courses to office buildings and regional malls. His accounting and legal backgrounds have served him well in the appraisal industry.

Mr. Maier's focus has been in litigation support including expert witness testimony, valuation, and advisory service assisting some of the nation's top retailers with decision making regarding tax appeals. He has testified in several venues, including the U.S. Tax Court and several districts of the U.S. Bankruptcy Court. Some decisions from courts relying on his testimony are available on the MVS website. Mr. Maier also has significant experience in condemnation matter, frequently serving as both a court-appointed appraiser and an expert witness.

Mr. Maier currently holds general appraisal certifications in Kansas, Missouri, Oklahoma, and Nebraska.

Curtis L. Frazier, MAI

[curt@mainlandvaluation.com](mailto:curt@mainlandvaluation.com)

Mr. Frazier has been with MVS since 1998 and a partner since 2004. He received a bachelor's degree in management, a minor, and two associate degrees from Missouri Southern State University. Having worked in the appraisal industry since 1992, Mr. Frazier has experience valuing a wide variety of commercial properties including complex and special use assets, but his most significant experience is with multifamily housing ranging from market rate apartments to senior housing communities. This experience includes consulting, market analysis, feasibility studies, valuation, brokerage, and development. Over the last several years Mr. Frazier has completed over 100 assignments involving multifamily assets. The majority of these involve loans placed by Fannie Mae, Freddie Mac, and life insurance companies.

Since 1998, Mr. Frazier has also been involved in the self-storage industry not only as a valuation expert, but as a market participant. Presently, Mr. Frazier is the managing member of a self-storage portfolio and is a member of both the Kansas and Missouri Self-Storage Owner's Association and the Self-Storage Association.

Mr. Frazier's primary valuation focus typically involves income-producing investments including but not limited to multifamily, lodging, office, retail, self-storage, and industrial. Recent portfolio assignments include multifamily, lodging, and automobile dealership. Mr. Frazier has also been involved in condemnation matters as both a court-appointed appraiser and expert witness.

Presently, Mr. Frazier holds general appraisal certifications in Kansas, Missouri, Nebraska, Iowa, South Dakota, and Oklahoma. He is also a licensed real estate broker in the state of Kansas.

**Thomas M. Scaletty, MAI**

**tom@mainlandvaluation.com**

Mr. Scaletty is a Partner and has been with Mainland Valuation Services since 1993. His valuation specialties include a myriad multifamily projects as well as office, retail, self-storage, lodging, and industrial properties. The multifamily projects appraised by Mr. Scaletty include market rate, LIHTC, project-based Section 8 housing, rehabilitation/conversion projects, condominium projects, and proposed construction. When necessary, Mr. Scaletty has provided additional analysis valuing tax credits (historical, state, and federal) and analysis of bond of special financing. Mr. Scaletty holds general certification licenses in Kansas, Missouri, and Iowa.

## **TEAM MEMBERS**

**Scott L. Mausbach**

Mr. Mausbach joined Mainland Valuation Services in 2010. Mr. Mausbach holds a bachelor's degree in Entrepreneurship – Real Estate emphasis from the University of Missouri-Kansas City. Since joining MVS, Mr. Mausbach has obtained certified general appraisal licenses in Kansas, Nebraska, Iowa, and Missouri. Mr. Mausbach has performed a variety of multiple-family, retail, industrial, lodging, and special use appraisals throughout the Midwest. Additionally, Mr. Mausbach has completed the required qualifying education for MAI designation with the Appraisal Institute and will achieve this designation during 2017. Prior to joining MVS, Mr. Mausbach worked for UMB Bank in Kansas City, Missouri as well as serving five years of active duty in the United States Navy.

**Douglas R. Lynch**

Mr. Lynch earned a bachelor's in Business/Finance and an Accounting minor from Baker University before beginning his appraisal career in 2004 in the Kansas City area, then joined Mainland Valuation Services in 2010. Mr. Lynch provided experienced appraisal support and has continued to develop in the field earning his certified general license in 2013. Since joining Mainland, Mr. Lynch has performed appraisals in Kansas, Missouri, Nebraska, Oklahoma, and Iowa. These assignments involve a variety of property types, including multifamily, office, retail, industrial and development land. Mr. Lynch holds the certified general license in Kansas, Missouri, Nebraska, and Iowa. Mr. Lynch is pursuing the MAI designation.

**Zachary L. Clark**

Mr. Clark joined Mainland Valuation Services in 2003. Mr. Clark has completed several appraisal courses and has assisted on a wide variety of appraisal and consulting assignments including multifamily, office, retail, industrial, development land, and tax appeal cases. He obtained a Business Administration/Finance degree from Kansas State University and has held Kansas property, casualty, and life & health insurance licenses. Mr. Clark has gained experience in litigation support and tax appeal providing needed research and support for these assignments.

**Justin Hodge, MBA**

Mr. Hodge joined Mainland Valuation Services in 2016. He holds a degree in Liberal Arts from the University of Kansas and a master's in Business Administration/Finance from Baker University. Mr. Hodge brings his experience as an ad valorem tax appraiser, financial analyst, and mortgage asset manager to the team. Mr. Hodge is pursuing certified general appraisal licensure as well as the MAI designation.