

Qualifications of Marc S. Safner

Unit 16B, 151 Tremont Street
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(617) 482-1432
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EXPERIENCE

- Present An appraiser/consultant specializing in residential and commercial real estate.
- Clients include banks, attorneys, and individual investors.
- 1994 to 2000 **BOSTON SAFE DEPOSIT & TRUST COMPANY**, Boston, MA
Senior Real Estate Review Appraiser/Analyst
- Supervised the bank's fee appraiser panel for the over one thousand loans annually generated by the Boston, New York, Connecticut, Virginia, and Florida offices.
 - Reviewed appraisals for a lending unit generating approximately \$2 billion in real estate loans per year.
 - Set the policies and quality control procedures to be followed by the bank's fee appraisers across the United States.
 - Completed market studies in regions where the bank loaned more than \$200 million per year. These studies contained recommendations that were the basis for the bank's lending policy.
 - Devised a method for monitoring the value of the cooperative loan portfolio.
 - Appraised luxury homes and condominiums in Massachusetts
- 1992 to 1994 **MARC S. SAFNER & ASSOCIATES**, Dennis, MA
Principal
- Completed real estate appraisals and consulting assignments on a variety of complex properties including apartment developments, office buildings, restaurants, shopping centers, motels, subdivisions, golf courses, warehouses, truck terminals, self-storage facilities, and luxury homes.
 - Clients included banks, attorneys, government entities, and individuals.
- 1988 to 1992 **WALTER F. BROWN & ASSOCIATES**, Orleans, MA
Senior Appraiser/Analyst
- Completed appraisal and consulting assignments on a variety of commercial and residential property types.
- 1987 to 1988 **REMIS ASSOCIATES**, Weymouth, MA
Staff Appraiser
- Appraised single family homes, condominiums, multi-family residences and vacant land.

PROFESSIONAL MEMBERSHIPS/AFFILIATIONS/LICENSES

Massachusetts Certified General Real Estate Appraiser #261
Appraisal Institute: SRA Certification
Member of the Cape Cod and Islands Association of Realtors

GENERAL EDUCATION

Beloit College, Beloit, Wisconsin
Suffolk University, Boston, Massachusetts
Bachelor of Science in Government

Marc S. Safner

REAL ESTATE RELATED EDUCATION

Appraisal Institute Courses

- Principles of Real Estate Appraisal (Exam 1A)
- Basis Valuation Procedures (Exam 1A2)
- Residential Valuation (Exam 8-2)
- Standards of Professional Practice
- Capitalization Theory and Techniques Part A (Exam 1BA)
- Capitalization Theory and Techniques Part B (Exam 1BB)
- Case Studies in Real Estate Valuation (Exam 2-1)

Appraisal Institute Seminars

- Appraisal Regulations-Federal Banking Agencies Seminar
- 2025 7-Hour USPAP Update Course
- Hotel/Motel Valuation Seminar
- Appraiser's Legal Liabilities Seminar
- Industrial Valuation Seminar
- Accrued Depreciation Seminar
- The Appraiser as an Expert Witness
- Attacking and Defending an Appraisal in Litigation
- Appraisal of Local Retail Properties
- Appraisers Use of the Internet: Untangling the Web
- Regression Analysis in Appraisal Practice
- Analyzing Commercial Lease Clauses
- Fundamentals of Relocation Appraising
- Separating Real & Personal Property from Intangible Business Assets
- Using Your HP12C Calculator
- Analyzing Operating Expenses

Boston University

- Commercial Underwriting

Marshall & Swift

- Residential Square Foot Method Seminar
- Commercial Square Foot/Calculator Method Seminar