

Michael Pearson & Associates

Real Estate Appraisers and Counselors

Professional Experience



Michael Pearson began his appraisal career in 1997.

He formed Pearson & Associates, Inc. a residential appraisal company specializing in the Chicagoland Counties: Cook, Lake, McHenry, Kane, and Dupage.

In 2003 Pearson & Associates expanded into areas of Wisconsin.

Michael Pearson has spent many years in the real estate industry. He has experience in all aspects of real state including: property valuation, property sales, and mortgage lending. He has conducted evaluations for tax appeals, divorce, estate valuation, condemnation appeals, complex properties, appraisal reviews, and many mortgage related products. He is consistently

called as an "Expert Witness" by many of his attorney clients. He is also one of the most sought after public speakers and regularly conducts training sessions related to residential appraisals at area real estate offices and appraiser functions.

Over the years Michael has seen major changes in the real estate market and has "experienced" those factors that can affect the value of residential real estate. Many leading lenders and realty companies in the Chicagoland area recognize his experience and judgment.

To maintain this designations Michael has fulfilled a rigorous cycle of continuing education.

Michael Pearson holds the following credentials:

Licensure

- Illinois Certified Real Estate Appraiser
- Wisconsin Certified Real Estate Appraiser
- Florida Certified Real Estate Appraiser
- Illinois Managing Real Estate Broker

Professional Organizations

- Illinois Coalition of Appraisal Professionals ICAP
- National Association of Independent Housing Professionals
- Appraisal Institute (Associate Member)
- National Association of Realtors

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Real Estate Appraisers and Counselors

At A Glance

Licensing

IL State Certified Appraiser License # 556.002294
WI State Certified Appraiser License # 1387-009
FL State Certified Appraiser License # RD8124
IL Real Estate Broker License # 471-005347
FHA Approved

Counties Covered

Cook	Will
Lake	Boone
McHenry	DeKalb
DuPage	Kane
Kendall	

* Referral network resources available outside covered areas

Insurance

Cincinnati Specialty Underwriters Insurance
Company Certificate #: CSU0122863
Certificate Period: 10/28/2022 – 10/28/2023
Certificate Amount: \$1,000,000

Membership

MLSNI
ICAP – Illinois Coalition of Appraisal Professionals
Appraisal Institute Associate Member
Northwest Association of Realtors



Certified "Green" Home Appraiser

Green technology and the popularity of green living is advancing rapidly.

Appraisers all over the country are seeing an increased need for the valuation of green homes and green home features such as solar panels, green building materials, and more. As energy efficiency and sustainability are increasingly valued by consumers, incentivized by governments, and marketed by builders and real estate professionals, appraisers need to take a building's "green-ness" into account in order to accurately reflect the actions of buyers and sellers in the market.

Benefits of being "Green":

1. Energy savings
2. Physical health benefits
3. Reduction in water usage
4. Sustainable materials
5. Geographic location

A Skilled appraiser will recognize how the various components of the home uphold to each benefit:

- Exterior & envelope systems, including windows, doors, roofing, and siding
- Mechanical systems, such as solar, wind and geothermal energy systems
- Energy-efficient electrical and lighting, lightbulbs, and dimmers, etc.
- Plumbing system and fixtures: WaterSense faucets, low-flow toilets, water timers for sprinkler systems, etc.
- Finish materials and coatings, including insulation, and weatherproofing
- Waste management systems designed to reduce and reuse
- Sustainable landscaping and yard maintenance



Michael Pearson is prepared to provide a sound opinion of value on this complex and increasingly common type of residential property.

Specialized knowledge and expertise in eco-friendly housing.

Call Pearson & Associates today



Michael Pearson

ILLINOIS Certified Residential Appraiser # 556.002294

Expiration Date: 9/30/2023



Michael Pearson
WISCONSIN Certified Residential Appraiser # 1387-9
Expiration Date: 12/14/2023

NO. 1387 - 9

EXPIRES: 12/14/2023

The State of Wisconsin
Department of Safety and Professional Services

Hereby certifies that
MICHAEL A PEARSON
was granted a certificate to practice as a
CERTIFIED RESIDENTIAL APPRAISER ELIGIBLE TO APPRAISE FEDERALLY
RELATED TRANSACTIONS IS AQB COMPLIANT

in the State of Wisconsin in accordance with Wisconsin Law
on the 19th day of August in the year 2004.
The authority granted herein must be renewed each biennium by the granting authority.

In witness thereof, the State of Wisconsin
Department of Safety and Professional Services
has caused this certificate to be issued under
its official seal.



David B. Linn
Chief Secretary

This certificate was printed on the 2nd day of November in the year 2021

Michael Pearson

Florida Certified Residential Appraiser # RD8124

Expiration Date: 11/30/2024



Michael Pearson

Real Estate Managing Broker IL # 471-005347

Expiration Date: 4/30/2023



Michael Pearson

Errors & Omissions Document # CSU0122863

Expiration Date: 10/28/2023

Client#: 19599

PEARSASSO

ACORD

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
10/14/2022

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer any rights to the certificate holder in lieu of such endorsement(s).

PRODUCER AssuredPartners of MO, LLC 12645 Olive Blvd, Suite 300 St Louis, MO 63141 314 523-8800		CONTACT NAME: Jessica Gryder PHONE (A/C, No, Ext): 314 523-8800 FAX (A/C, No): 314 453-7555 E-MAIL ADDRESS: Jessica.Gryder@assuredpartners.com	
INSURED Pearson Associates, Inc. Michael Pearson		INSURER(S) AFFORDING COVERAGE NAIC # INSURER A : Cincinnati Specialty Underwriters Ins 13037 INSURER B : INSURER C : INSURER D : INSURER E : INSURER F :	

COVERAGES **CERTIFICATE NUMBER:** **REVISION NUMBER:**


THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL SUBR INSR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
	COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO. JECT <input type="checkbox"/> LOC OTHER:					EACH OCCURRENCE \$ DAMAGE TO RENTED PREMISES (Ea occurrence) \$ MED EXP (Any one person) \$ PERSONAL & ADV INJURY \$ GENERAL AGGREGATE \$ PRODUCTS - COM/PROP AGG \$ \$
	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY					COMBINED SINGLE LIMIT (Ea accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
	UMBRELLA LIAB <input type="checkbox"/> OCCUR EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED RETENTION \$					EACH OCCURRENCE \$ AGGREGATE \$ \$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? <input type="checkbox"/> Y/N N/A If yes, describe under DESCRIPTION OF OPERATIONS below					PER STATUTE OTH-ER E.L. EACH ACCIDENT \$ E.L. DISEASE - EA EMPLOYEE \$ E.L. DISEASE - POLICY LIMIT \$
A	Errors & Omission Retro Date 10/28/1999		CSU0122863	10/28/2022	10/28/2023	Occurrence - 1,000,000 Aggregate - 1,000,000 Retention - 5,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

Licensed Appraisers:
 Michael A. Pearson
 Mark T. Moran

Independent Contractor:
 Erik C. Munch

CERTIFICATE HOLDER For Informational Purposes Only	CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE 
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Continuing Education Transcripts

McKissock Learning, 218 Liberty St, Warren PA 16365

Course Name	Hours	Date
Green Building Concepts	7	1/20/2023
Valuation for Residential Green Buildings	4	1/19/2023
Valuation for Residential Solar	3	1/19/2023
Bifurcated and Hybrid Appraisals	3	1/12/2023
Broker Management	12	12/23/2022
Code of Ethics and The Law	4	12/16/2022
Anti Trust & Sexual Harassment	2	12/12/2022
Legal Issues – Fair Housing	3	12/12/2022
Florida Appraisal Laws and Regulations	3	1/09/2022
2022-2023 7-hour National USPAP Update Course	7	1/09/2022
Supervisor-Trainee Course for Illinois	3	1/09/2022
Measuring 1-4 Unit Residential Properties-with ANSI Z765	4	3/15/2022
Avoiding Mortgage Fraud for Appraisers	7	8/01/2021
Evaluations, Desktops, and Other Limited Scope Appraisals	7	7/14/2021
Residential Construction and the Appraiser	7	7/15/2021
New Construction Essentials: Luxury Homes	3	7/11/2021
The Code of Ethics & The Law IDPFR	3	1/21/2021
Florida Appraisal Laws and Regulations	3	11/7/2020
2020 National USPAP Update / Illinois	7	5/10/2020
2020 National USPAP Update / Wisconsin	7	5/10/2020
2020 National USPAP Update / Florida	7	5/10/2020
Deriving and Supporting Adjustments	7	8/19/2019
Evaluating Today's Residential Appraisal: Reliable Review	7	5/9/2019
Strange but True: Appraising Complex Residential Properties	7	4/10/2019
Support Your Adjustments: Techniques for Residential Appraisers	4	3/24/2019

Documenting the Appraiser's Work file	3	3/24/2019
General Report Writing & Case Studies	30	3/22/2019
General Appraiser Sales Comparison Approach	30	2/20/2019
General Appraiser Site Valuation and Cost Approach	30	1/13/2019
General Appraiser Market Analysis Highest and Best Use	30	4/6/2018
Florida Appraisal Laws and Regulations	3	3/11/2018
National USPAP Update (2018-2019)	7	1/16/2018
Residential Property Inspection for Appraisers	7	12/31/2017
Exploring Appraiser Liability	7	6/8/2017
The FHA Handbook 4000.1	7	5/23/2017
Florida Appraisal Laws and Regulations	3	4/21/2017
Secondary Market Appraisal Guidelines	7	12/3/2016
National USPAP Update (2016-2017)	7	4/5/2016
The FHA Handbook 4000.1	7	8/12/2015
Secondary Market Appraisal Guidelines	7	2/11/2015
Expert Witness Testimony: To Do or Not to Do	7	2/10/2015
National USPAP Update Equivalent (2014-2015)	7	4/5/2014
FHA for Today's Appraiser	7	8/15/2013
Disciplinary Cases - What NOT to do	7	3/7/2013
Analysis in Action	7	3/6/2013
National USPAP Update Equivalent (2012-2013)	7	6/27/2012
USPAP Book	0	6/27/2012

Request for Taxpayer Identification Number and Certification

Give form to the
requester. Do not
send to the IRS.

Print or type
See Specific Instructions on page 2.

Name (as shown on your income tax return)	
Business name, if different from above Pearson & Associates, Incorporated	
Check appropriate box: <input type="checkbox"/> Individual/Sole proprietor <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Limited liability company. Enter the tax classification (D=disregarded entity, C=corporation, P=partnership) ▶	
<input type="checkbox"/> Other (see instructions) ▶	
<input type="checkbox"/> Exempt payee	
Address (number, street, and apt. or suite no.)	Requester's name and address (optional)
[Redacted]	[Redacted]

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on Line 1 to avoid backup withholding. For individuals, this is your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the Part I instructions on page 3. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN* on page 3.

Social security number

or

Note. If the account is in more than one name, see the chart on page 4 for guidelines on whose number to enter.

[Redacted]

Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me), and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding, and
- I am a U.S. citizen or other U.S. person (defined below).

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the Certification, but you must provide your correct TIN. See

Sign Here	Signature of U.S. person ▶	[Redacted]	Date ▶	02/08/2023
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General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Purpose of Form

A person who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) to report, for example, income paid to you, real estate transactions, mortgage interest you paid, acquisition or abandonment of secured property, cancellation of debt, or contributions you made to an IRA.

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN to the person requesting it (the requester) and, when applicable, to:

- Certify that the TIN you are giving is correct (or you are waiting for a number to be issued),
- Certify that you are not subject to backup withholding, or
- Claim exemption from backup withholding if you are a U.S. exempt payee. If applicable, you are also certifying that as a U.S. person, your allocable share of any partnership income from a U.S. trade or business is not subject to the withholding tax on foreign partners' share of effectively connected income.

Note. If a requester gives you a form other than Form W-9 to request your TIN, you must use the requester's form if it is substantially similar to this Form W-9.

Definition of a U.S. person. For federal tax purposes, you are considered a U.S. person if you are:

- An individual who is a U.S. citizen or U.S. resident alien,
- A partnership, corporation, company, or association created or organized in the United States or under the laws of the United States,
- An estate (other than a foreign estate), or
- A domestic trust (as defined in Regulations section 301.7701-7).

Special rules for partnerships. Partnerships that conduct a trade or business in the United States are generally required to pay a withholding tax on any foreign partners' share of income from such business. Further, in certain cases where a Form W-9 has not been received, a partnership is required to presume that a partner is a foreign person, and pay the withholding tax. Therefore, if you are a U.S. person that is a partner in a partnership conducting a trade or business in the United States, provide Form W-9 to the partnership to establish your U.S. status and avoid withholding on your share of partnership income.

The person who gives Form W-9 to the partnership for purposes of establishing its U.S. status and avoiding withholding on its allocable share of net income from the partnership conducting a trade or business in the United States is in the following cases:

- The U.S. owner of a disregarded entity and not the entity,

ATTORNEY - Professional References

Susan Rogers – Attorney

Naumann, Agnello & Rogers

[Redacted]
[Redacted]
[Redacted]

Ira J Cohen – Attorney

Law Office of Ira J Cohen
675 N North Ct

[Redacted]
[Redacted]
[Redacted]

Wendy R. Morgan - Attorney

Law Firm of Wendy R. Morgan

[Redacted]
[Redacted]
[Redacted]

John Haas - Attorney

Haas & Haas

[Redacted]
[Redacted]
[Redacted]
[Redacted]

Conclusion

- I certify that all appraisals performed by Pearson & Associates, Inc., will comply with applicable state and federal laws and regulations and will be prepared to accordance with the Uniform Standards of Professional Appraisal Practice (USPAP).
- I acknowledge that all appraisal work and qualifications will be subject to review for general evaluation, underwriting and quality control. The findings of these reviews may be provided and /or regulating agencies are entitled to rely on the contents and conclusions of the appraisal regardless of any review performed. The review does not replace or in any way diminish my responsibilities as principal appraiser.
- I acknowledge that Approved Appraiser Status relies on continuing evidence of accurate, responsible reporting. Any pattern of unreliable performance or incidence of negligence, gross inaccuracy, misstatement or fraud may result in removal from the panel.
- I certify that all information contained in this submission is true and to the best of my knowledge and belief. I agree to the release of information contained herein or in the supporting documents in order to perform due diligence or secure approval through investors, and I authorize the verification of any information herein by any responsible means.



Michael A. Pearson, Illinois CRA
President
