

Qualifications of Merrill E. Swanson, ARA
Senior Managing Director
Valbridge Property Advisors | San Antonio
mswanson@valbridge.com



Education

- *Bachelor of Science Degree in Agricultural Economics*, emphasis on Real Estate, Texas A&M University; 1986
- *Master of Agriculture Degree in Land Economics and Real Estate*, Texas A&M University; 1988

Specialized Education

Successfully completed the following courses offered by the American Society of Farm Managers and Rural Appraisers:

- Principles of Rural Appraisal (Exam A-20)
- Advanced Rural Appraisal (Exam A-30)
- Highest and Best Use (Exam A-29)
- Eminent Domain (Exam A-25)
- Appraisal Report Writing (Exam A-15) Standards and Ethics (Par 1) (Exam A-12)
- Managing Lease Hunting and Fishing Enterprises Conservation Easements and Other Partial Interests in Real Estate
- Wind Powered Electric Generators and Their Impact on Land Ownership
- Appraising Natural Resources
- Texas Hill Country Vineyard Valuation Seminar

Successfully completed the following courses offered by the American Institute of Real Estate Appraisers:

- Basic Valuation Procedures (Exam 1A-2)
- Real Estate Appraisal Principles (Exam 1A-1)
- Capitalization Theory and Techniques Part A (Exam 1BA)
- Standards of Professional Practice (Exam SPP)

Designations/Certifications

- Accredited Member, American Society of Farm Managers and Rural Appraisers (ASFMRA), ARA No. 1107; July 1998
- State Certified General Real Estate Appraiser; State of Texas; Certification No. TX-1325511-G; date
- Texas Real Estate Broker; License No. 376017 (2002); Salesman (1986)

Experience

Presently and since August 1989, Merrill E. Swanson has been actively engaged as an appraiser with Valbridge Property Advisors | San Antonio, formerly known as Dugger, Canaday, Grafe, Inc. He is a Partner and serves as Senior Managing Director in the firm.

Real Estate Specializations

- Large, high profile agricultural properties
- Farm and ranch valuation: rice, cotton and grain farms
- Working and recreational ranches
- Undivided interests and conservation easements in rural properties
- Special purpose agribusiness properties: grain handling and drying facilities, fertilizer plants, cotton gins, large wholesale plant nurseries, cattle feedlots, horse breeding and training operations

- Rural land ranging from small properties to ranches in excess of 100,000 acres
- Industrial and commercial land in metropolitan areas
- Commercial real estate in smaller cities throughout Texas

Mr. Swanson's primary trade area includes South and Central Texas, the Texas Gulf Coast and West Texas. Appraisals have been prepared in all major land resource regions in Texas. Additional out of state experience includes valuation counseling regarding land in the Southeast United States.

Clients served include attorneys, commercial lending institutions and trust departments, major insurance companies, governmental banking entities, estates, individuals, land investors, mortgage companies, conservation groups and the National Park Service.

Early career real estate experience includes positions as (1) Leasing Agent of office-warehouse space, William N. Carl Company, Houston, Texas (1986) and (2) Land Market Research Assistant, Raymond R. Betz Interests, Inc., Houston, Texas (1987).

Mr. Swanson is a native of the Texas Gulf Coast from El Campo with family farming and ranching interests in Wharton and Goliad Counties.

Professional Affiliations

- Accredited Member, American Society of Farm Managers and Rural Appraisers, (ASFMRA), ARA - Certificate No. 1107; July 1998
- ASFMRA National Association –National President (2015-2016), Officer Executive Council (2013-2017). Co-Chair Government Relations Committee (2011 to 2014). Executive Council, District V Vice President (Texas, Colorado, New Mexico, Kansas and Oklahoma) (2007-2009)
- Texas Chapter, ASFMRA – President (2004); Officer (2002-2003); Board Member (2000-2001; 2005)
- Team Captain – South Texas Region for Texas Chapter, ASFMRA Panel Discussion at the annual Outlook Conference for Rural Land held by the Real Estate Center at Texas A & M University
- Texas Alliance of Land Brokers (TALB) – President (2005); Officer (2004); Secretary/Treasurer 2009; Board Member/Director (2000 - 2003; 2006-2008)