

# ROBERT W. QUAM JR., MAI

## Lauenstein & Associates

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### Experience

#### Lauenstein & Associates

Milwaukee, WI

Commercial Real Estate Appraiser

10/2009-Present

- *Specializing in Manufacturing & Industrial-type properties*

#### Other types of Properties Appraised

- Vacant Land
- Multi-family
- Retail
- Office
- Mixed-use
- Special Purpose

#### Eliason Real Estate Group

Saint Germain, WI

Acquisition Analyst

1/2008-10/2009

- Underwrote prospective transactions
- Analyzed financial data and legal documents for prospective properties targeted for acquisition
- Created supplemental analytical tools used for both evaluating acquisitions and asset management
- Completed market research
- Company liaison during due diligence process

### Qualifications, Licenses, & Certifications

#### Wisconsin Certified General Appraiser (#1865-10)

#### Village of Wind Point Board of Trustees

#### Village of Wind Point Architectural Review Board

#### Village of Wind Point Plan Commission

### Education

#### University of Wisconsin-Madison

Madison, WI

Bachelor of Business Administration degree

9/2003-12/2007

Double Major: Real Estate and Urban Land Economics;

Finance, Investments, and Banking

#### Qualifying Courses:

- Course 306: Real Estate Process
- Course 312: Real Estate Law
- Course 365: Equity Investments
- Course 410: Real Estate Finance
- Course 415: Real Estate Valuation
- Course 420: Urban Land Economics
- Course 611: Residential Development
- Course 631: Computer Applications-Real Estate Analysis

#### Associate Member of the Appraisal Institute

2011 – Present

#### Designated Member

#### Qualifying Courses:

- General Appraiser Site Valuation and Cost Approach
- Appraisal Challenges: Declining Markets and Sales Concessions
- Business Practices and Ethics
- 15 Hour National USPAP Equivalent Course
- General Appraiser Report Writing and Case Studies
- General Appraiser Sales Comparison Approach
- Advanced Market Analysis and Highest & Best Use
- Advanced Income Capitalization
- Advanced Concepts & Case Studies
- Appraising Cell Towers
- Ted Whitmer Comprehensive Appraisal Workshop
- 7 Hour National USPAP Equivalent Course