

Ray Sabbaghzadeh, SRA
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Real Estate Appraiser/Analyst

Versatile and highly accomplished Real Estate Professional with over 23 years experience in performing Real Estate Analysis, Appraisals, & Property Evaluations, currently seeking an opportunity to utilize previously gained experience for mutual growth and enhance productivity.

Formal Education:

Masters in Business Administration **Aug 2007 – Aug 2009**
University of Tampa, Tampa, Florida, USA
World Renowned AACSB Accreditation for Business Colleges

Bachelor of Arts in Business Management **Sep 2000 – Mar 2002**
Malone University, Canton, Ohio, USA

Professional Education & Qualifications:

- **Ongoing Real Estate and Appraisal Coursework, Sep 1993 – Present**
 - Course Modules: Cash Flow & Financial Analysis; Construction & Replacement; Inspection Methodology; Market Research; Cost Analysis; Valuation Techniques, etc.
- **Appraisal Institute Membership Since 1998**
- **Appraisal Institute Designation (SRA), April 2006**
- **Marshall & Swift Commercial Cost Training Certification, July 2014**

Core Competencies:

▪ Real Estate Valuations ▪ Income & Cash Flow Analysis ▪ Construction & Replacement Analysis ▪ Market Trend Research ▪ Lease & Rental Analysis ▪ Records Examination ▪ Personnel Management ▪ Personnel Training
▪ Customer Service

Key Achievements:

- Performed valuation of a variety of real estate for Multi-Million Dollar projects, including complex assignments with values of over \$200,000,000, on both commercial and residential scale
- Trained and managed personnel from ground level to certification
- Owned and managed two real estate valuation & consulting firms in two states within the United States
- Received highest appraisal designation
- Real estate sales
- Lived, studied, and worked in the United States, Europe, and the Middle East

Career Progression:

Certified Appraisers & Consultants, Naples, Florida
(CA & C offers consultancy services for various aspects related to real estate valuation)

Director/Owner **Mar 2003 – Present**

- Estimating property values by taking into account factors including depreciation, replacement costs, records research, comparable sales, and income potential
- Preparing written reports to estimate property values via outlining methods to make estimation and meet the appraisal standards
- Drawing building diagrams to be used in appraisal reports to support findings
- Estimating building replacement costs by using building valuation manuals and professional cost estimators

- Monitoring administrative duties including Personnel Management, Marketing, Expansion, Training, Customer Service and Finance

Townsend Appraisals, Naples, Florida
(Real Estate Insurable-Replacement Cost Analysis)
Appraiser/Analyst

April 2014 – October 2015

- Estimating insurable property values by taking into account factors including current construction costs, depreciation, replacement costs, records research, Etc.

Integra Realty Resources, Naples, Florida
(*Integra Realty Resources is a nationwide commercial appraisal franchise*)
Appraiser

Jun 2002 – Mar 2003

- Estimated property values, researched sales and offerings, gathered income and lease data, validated findings and completed appraisal reports
- Gathered data through interviewing individuals familiar with the market, such as contractors, home owners and realtors in order to obtain pertinent information

Residential Valuation Group, Cleveland, Ohio
(*Residential Valuation Group provided quality appraisals designed to meet client needs*)
Director/Owner

Mar 1996 – Jun 2002

- Inspected properties to evaluate construction, condition, special features and functional design in order to estimate the property values
- Evaluated markets where properties are situated, considering locations and trends or impending changes that could influence future values
- Managed administration and coordinated activities related to staffing and accounting

Certifications:

State of Florida Certified General Appraiser RZ2592

Computer Skills:

Proficient with MS-Office applications and a variety of valuation Industry specific software applications