

DAVID WILLIAM WAGNER

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Highly Experienced Real Estate Appraiser and Broker

Exceptional record of achievement managing residential and commercial real estate appraisal and brokerage functions. Previously supported asset portfolios of several hundred million dollars at the national and regional levels and completed thousands of appraisals and valuations for multiple companies. Excel at driving business growth by cultivating new business and developing long-term relationships, introducing technology and process improvements to enhance efficiency, and identifying ways to reduce risk and maximize compliance. Experienced at building and leading top-performing teams, training new appraisers, and analyzing trends.

Key Skills:

Real Estate Appraising – Real Estate Sales – Strategic Planning – Client Relations – Data Analysis – Negotiations Consulting – Portfolio Support – Vendor Management – Technology Deployment – Collaboration – Compliance Customer Service – Reporting – Presentations – Project Management – Evaluations – Process Improvement

PROFESSIONAL EXPERIENCE

DWW4RE REAL ESTATE SERVICES, Palm Springs, CA

2011 – Present

Real Estate Appraiser / Real Estate Broker

Own and operate this real estate brokerage and appraisal firm that services residential buyers and sellers throughout Palm Springs and the surrounding areas. Conduct complex, high-exposure appraisals of multi-family, single-family, cooperative, new construction, condominium, and planned unit development (PUD) properties. Contract with investigative asset search services for appraisal fraud, closing agent pursuit analysis, forensic files, and loss mitigation and litigation information. Work with sellers to develop effective strategies for promoting their properties. Evaluate client needs and economic capabilities. Utilize Multiple Listing Service (MLS) and various advertising and marketing tools. Clients include private individuals, banks, trusts, estates, and mortgage firms. Develop and conduct training on procedures, market trends, and other topics for trainees.

- Achieved average double-digit annual sales growth even during economic downturns.
- Drove growth by cultivating new business and developing long-term relationships with commercial accounts, sellers, borrowers, and agents.
- Completed more than 5,000 appraisals, with property values as high as \$20M.

HUDSON ADVISORS (part of Lone Star Fund), Dallas, TX

2009 – 2010

Valuation Department Manager (Remote)

Oversaw the complete valuation process for residential and commercial properties valued at up to \$45M. Supported a multi-state western region, including Hawaii and Alaska. Carried out detailed technical and compliance reviews, due diligence, and property portfolio vetting. Ensured vendor and internal compliance with regulatory requirements, including service level agreements (SLAs) and contracts. Consulted to internal groups and participated in portfolio review committees. Prepared and presented regional market performance reports to support decision making. Completed reviews of appraisal products for the entire nation.

- Improved efficiency by performing beta testing of a new internal software platform.
- Authored numerous articles on real estate trends and updates each month.
- Increased efficiency by partnering with other valuation managers to create a standard, centralized real estate platform for tracking and management of residential and commercial property value data. Served as the liaison to the software development company. Project completed on time and within budget.
- Achieved major cost savings and facilitated revenue growth by selecting broker price opinion survey companies, negotiating terms, and managing the development and delivery of services.

RESIDENTIAL MORTGAGE SOLUTION, Santa Monica, CA**2007 – 2009****Valuation Department Manager**

Supported a corporate portfolio valued at several hundred million dollars. Directed the entire valuation and processing life cycle. Conducted field inspections of assets throughout the country to provide vital data for executive decision making. Reviewed work to ensure regulatory compliance. Served as an Asset Manager for 125 properties. Coordinated repairs, set listing prices, and approved short sales.

- Established the company's Valuation Department, resulting in major cost savings by eliminating the need for outside appraisal companies, improving valuation accuracy, and reducing risk.
- Increased productivity and customer satisfaction by establishing department-wide procedures.
- Improved the identification of value trends and enhanced the valuation process by introducing data mining of public websites (DataQuick, Case-Shiller, RealtyTrac) and other leading indicators of market action, loan performance, and loan statistics.
- Achieved major cost savings and improved asset management by implementing an internal, self-managed Real Estate Owned (REO) Department to manage troubled assets.
- Enabled greater efficiency by standardizing workflows in the Appraisal Department.
- Maximized return on investment (ROI) for properties by performing field inspections of commercial and residential assets nationwide to determine the most effective exit strategies.
- Frequently selected as an expert witness for real estate-related disputes.

QUALITY HOME LOANS, Ventura, CA**2005 – 2007****Review Appraiser**

Executed comprehensive appraisal reviews and loan risk assessments for a wide range of residential properties, including local, regional, and national transactions. Supported a portfolio valued at \$100M+. Determined appraisal conditions to meet underwriting guidelines and support collateral lending decisions. Prepared Uniform Standards of Professional Appraisal Practice (USPAP) compliance reports and maintained all necessary documentation.

- Reduced fraud and erroneous value determinations for deals by providing accurate appraisal reviews to protect corporate investments.
- Improved overall performance by training employees on procedures and regulations.

APPRAISAL TRAINING SERVICES, Newport Beach, CA**1999 – 2004****Teacher / Lecturer**

Conducted classes for appraisal courses, including USPAP and commercial workshops. Trained new and junior appraisers in the field and in the classroom. Developed and updated lectures and curricula as needed.

EDUCATION

Course work in History and General Studies, Oakland University, Rochester Hills, MI

CERTIFICATIONS

California Certified Residential Appraiser, State of California
Real Estate Appraiser's License, California Bureau of Real Estate Appraisers

ADDITIONAL INFORMATION

Training: Laws & Regulations for California Appraisers, Mortgage Fraud, Appraising FHA Today, Appraising Manufactured Homes, Appraisal Applications of Regression Analysis, 2-4 Family Finesse, Ad Valorem Tax Consultation, California Laws & Regulations

Computer Skills: MS Office, Multiple Listing Service, Appraisal Tools (ACI, Total), others