

PROFESSIONAL QUALIFICATIONS

Sara H. Coers, MAI

POSITION Senior Vice President
Pillar Valuation Group
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EXPERIENCE February 2015 to present, Senior Vice President, Pillar Valuation Group, Inc.

2013–2015, Managing Director, Valbridge Property Advisors | Mitchell Appraisals, Inc.

2009–2013, Principal, Mitchell Appraisals, Inc.

2004–2009, Appraiser, Mitchell Appraisals, Inc.

Property Types

Retail	Hotels
Office	Industrial
Industrial	Mixed Use
Multi-family housing	Subdivisions
Land	Special use/limited market

Specialized experience in complex, income-producing properties and properties with intangible assets, as well as the valuation of the fee simple interest for build-to-suit retail.

Interest Appraised

Fee Simple	Leased Fee
Leasehold	Sub-Leasehold Positions

Assignments Performed

Market Value in Use	Market Value
Fair Market Value	Liquidation and Disposition Values
Lease-up/Absorption Projections	Proposed Projects
Rental Projections	Market Analysis
Discounted Cash Flow Analysis	Income and Expense Projections

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Expert Witness Testimony

Indiana Board of Tax Review

Ohio Board of Tax Appeals

Various Counties' Property Tax Assessment Boards of Appeals (PTABOA) and Boards of Revision

PROFESSIONAL
EDUCATION

Completed all coursework required for MAI designation. Recent courses include:

Introduction to Green Buildings	2015
Rates and Ratios	2015
Complex Litigation Case Studies	2013
Indiana Property Tax Appeal Process & the Role of the Appraiser	2013
Data Verification Methods	2013
Analyzing Operating Expenses	2013
Candidate for Designation Advisor Orientation	2013
Fundamentals of Separating Real Property, Personal Property, and Intangible Business Assets	2011
Valuation of Detrimental Conditions in Real Estate	2011
Small Hotel/Motel Valuation	2011
Appraisal Curriculum Overview	2010
A Debate on the Allocation of Hotel Total Assets	2010
Real Estate Finance Statistics and Valuation Modeling	2009
Appraising Distressed Commercial Real Estate	2009
Tenant Credit Analysis	2009
Land Valuation Assignments	2009
Subdivision Valuation	2008

Current with USPAP and continuing education requirements for Appraisal Institute and state license.

EDUCATION

Master of Technical & Scientific Communication, Miami University, Oxford

Bachelor of Arts with High Distinction, Indiana University, Bloomington

PROFESSIONAL
AFFILIATIONS

MAI, Member of Appraisal Institute

Certified General Real Estate Appraiser, Indiana

Certified General Real Estate Appraiser, Ohio

Level II Certified Assessor-Appraiser, Indiana

Instructor, Institute for Professionals in Taxation Real Property Tax School

Associate Member, Institute for Professionals in Taxation

Advisor, Appraisal Institute Candidate for Designation Program