

WILLIAM G. ARNOLD, JR.

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11/03 to Present

WILLIAM G. ARNOLD, LTD.
Tucson, AZ
Land Use Consulting and Land Sales

Broker and Owner. Responsible for administrative and functional matters as well as all consulting, marketing and selling of real estate.

6/90 to 11/03

GENESIS REAL ESTATE AND DEVELOPMENT, INC.
Tucson, AZ
Land Sales and Water/Mineral Rights Specialist

Responsible for processing real estate contracts, leases and coordination of closings; providing information to title company to facilitate closings. Responsible for procuring new financing. Knowledgeable in all facets of land transactions including, but not limited to, water rights, mineral rights, various financing mechanisms, subdivision law, title reports and related impacts, Pima County and City of Tucson Zoning Code(s) and Ordinances, developing leads on prospective clients and/or customers, delineating property boundaries, location of utilities as well as utility and ingress/egress easements and interpretation thereof, placement of signs and advertisements. Responsible for the development of prospective buyers and placement with appropriate properties; prequalifying buyers to determine financial positions and desires, conversion of financial information into closed sales. Negotiation and drafting of all contracts including various release, subordination, easement, road maintenance and covenant agreements.

6/85 to 12/01

BRODSKY SCHOOL OF REAL ESTATE
Tucson, AZ
State Certified Real Estate Instructor

Developed course materials, outlines and submittals to the Arizona Department of Real Estate for the following courses: How to List and Sell Vacant Land; Pima County Land Use Ordinances; Arizona Subdivision Law and The Key Elements of a Vacant Land Sale. Have instructed courses to classes as large as 150 attendees. Classes have been rated "excellent" by attendees.

2/91 to 6/94

PIMA COUNTY ATTORNEYS OFFICE
Tucson, AZ
Expert Witness - Condemnations, land use and highest/best use

Involved in the review of all pertinent documentation, testimony and qualifications of other expert witnesses. Review of site impact, ordinance impact(s) and market impact. Highest and best use study and evaluation. Testimony under oath. Emphasis on discovery and research of the defendants case and expert witness testimony. Input to County Attorney staff on direction, scope, exhibit preparation and settlement negotiation.

12/81 to 6/90

SULLIVAN REALTORS®
Tucson, AZ
Salesperson - Land Specialist

Involved in the development of a new computerized system that generated leads on prospective sellers and buyers via information gleaned from public records sources. I was instrumental in the development of various software/hardware systems which enabled office production to be increased each year at an average annualized rate of up to 20% with no increase in overhead (through 1989). The system has since been fully utilized and implemented.

10/78 to 12/81

CENTURY 21 ALFANO AND ASSOCIATES
Tucson, AZ
Salesperson - Residential Specialist

Responsibilities as a salesperson consisted of obtaining and servicing property listings; prequalifying prospective buyers to determine price range and market and executing sales/purchase contracts. Established rapport and elicited clients needs, marketed and promoted products, highlighting best features. Negotiated terms and conditions, researched and arranged financing through outside sources, monitored and expedited all sales/transactions to successful closings.

LICENSES

Arizona Real Estate License #BR008928000. Expires 9/30/10 (Since 11/1978)
Arizona Real Estate License #CO545619000. Expires 11/30/09 (Since 11/4/2003)
Arizona State Board of Appraisal License #290. (1994 - 2008)
Arizona State Board of Appeals #930081. (1993 - 2008)
Arizona State Notary #97631. Expires 6/2/2009

EDUCATION

1978 to Present Brodsky School of Real Estate
 Hogan School of Real Estate
 Tucson Association of REALTORS®
 Arizona Association of REALTORS®
 National Association of REALTORS®
 Various continuing education classes with a focus on real
 estate law in excess of 676 credit hours (through 9.24.08)

1976 to 1977 PENNSYLVANIA STATE UNIVERSITY, State College, PA

1974 to 1977 STATE COLLEGE AREA HIGH SCHOOL, State College, PA
 Graduated with Diploma in Academic Studies

CAREER HIGHLIGHTS BY YEAR

2009 National Association of REALTORS® - Vice Chairman; Public Policy Coordinating Committee
2009 National Association of REALTORS® - Public Policy Advocacy Advisory Group
2007 National Association of REALTORS® - Chairman; Land Use, Property Rights and Environment Committee
1994 - 2008 National Association of REALTORS® - Board of Directors
1993 - 2007 National Association of REALTORS® - Public Policy Coordinating Committee
2004 - 2009 National Association of REALTORS® - Smart Growth Program Advisory Group
2006 National Association of REALTORS® - Vice Chairman; Land Use, Property Rights and Environment Committee
2006 National Association of REALTORS® - Natural Disaster Presidential Advisory Group
1995 - 2006 National Association of REALTORS® - Federal Senate Coordinator; Senator John McCain
2005 National Association of REALTORS® - Chairman; Land Use, Property Rights and Environment Forum
2005 National Association of REALTORS® - Convention Program Advisory Group
2004 National Association of REALTORS® - Vice Chairman; Land Use, Property Rights and Environment Forum
1999 National Association of REALTORS® - Presidential Advisory Group on Smart Growth
1997 - 2008 National Association of REALTORS® - Land Use, Property Rights & Environment Committee
1993 - 1998 National Association of REALTORS® - Environment Committee
1997 National Association of REALTORS® - Chairman; Large Board Sub Forum
1995 National Association of REALTORS® - Endangered Species Reauthorization Task Force
1993 National Association of REALTORS® - Urban Affairs Committee

2009 Arizona Association of REALTORS® - Legislative Committee (FKA: Public Policy Committee)
1989 - 2008 Arizona Association of REALTORS® - Board of Directors
2005 Arizona Association of REALTORS® - Chairman; RIMC (\$5.4M issue fund oversight)
2001 - 2005 Arizona Association of REALTORS® - Trustee; RAPAC
2004 Arizona Association of REALTORS® - Inner Circle Team Member (District 30)
2004 Arizona Association of REALTORS® - Vice Chairman; REALTORS® Issues Mobilization Committee ("RIMC")
2003 Arizona Association of REALTORS® - Chairman; REALTORS® Political Action Committee ("RAPAC")
2002 - 2008 Arizona Association of REALTORS® - Public Policy Oversight Committee
1999 Arizona Association of REALTORS® - Chairman; Smart Growth Work Group
1997 Arizona Association of REALTORS® - Private Property Rights Task Force
1995 - 1997 Arizona Association of REALTORS® - Trustee; RAPAC
1997 Arizona Association of REALTORS® - Treasurer; Issues Mobilization Committee
1995 - 1996 Arizona Association of REALTORS® - Co-Chair; Issues Mobilization Committee
1994 Arizona Association of REALTORS® - Treasurer; Issues Mobilization Committee
1994 Arizona Association of REALTORS® - Chairman; Information Management
1994 Arizona Association of REALTORS® - Executive Committee
1992 Arizona Association of REALTORS® - Liaison; Arizona State Real Estate Commissioner

CAREER HIGHLIGHTS BY YEAR (cont.)

2009	Tucson Association of REALTORS® - Chairman; Public Affairs Committee
2008	Tucson Association of REALTORS® - Public Affairs Committee
2007	Tucson Association of REALTORS® - Chairman; Public Policy Sub Committee
2004	Tucson Association of REALTORS® - Chairman; Issues Task Force
1999 - 2003	Tucson Association of REALTORS® - Chairman; Government Affairs Core Group
1998	Tucson Association of REALTORS® - Vice President
1997	Tucson Association of REALTORS® - Vice Chairman; Government Affairs Committee
1993	Tucson Association of REALTORS® Multiple Listing Service - Past President
1993	Tucson Association of REALTORS® - Past President
1992	Tucson Association of REALTORS® Multiple Listing Service - President and Chairman of the Board
1992	Tucson Association of REALTORS® - President and Chairman of the Board
1991	Tucson Association of REALTORS® Multiple Listing Service - President Elect
1991	Tucson Association of REALTORS® - President Elect
1990	Tucson Board of REALTORS® - Chairman; Legislative Committee
1989 - 1990	Tucson Board of REALTORS® Multiple Listing Service - Vice President
1989 - 1990	Tucson Board of REALTORS® - Vice President
1987 - 1988	Tucson Board of REALTORS® Multiple Listing Service - Director
1987 - 1988	Tucson Board of REALTORS® - Director

PROFESSIONAL RECOGNITION

2003	"Agent of the Month Award" Recipient: Broker•Agent Magazine - January
2001	"Roy Drachman Public Service Award" Recipient: Tucson Association of REALTORS®
2001	"REALTOR® of the Decade" Award Recipient: Tucson Association of REALTORS®
1993	"REALTOR® Of The Year" Award Recipient: Tucson Association of REALTORS®
1991 - 1993	"REALTOR® Honor Society" Award Recipient: Arizona Association of REALTORS®
1988	"Multi Million Dollar Sales" Award: Sullivan REALTORS®
1987	"Co-Salesman of the Year" Award: Sullivan REALTORS®
1986	"Multi Million Dollar Sales" Award: Sullivan REALTORS®
1985	"Co-Salesman of the Year" Award: Sullivan REALTORS®
1982 - 1984	"Multi Million Dollar Sales" Award: Sullivan REALTORS®
1980	"Million Dollar Producer" Award: Century 21 Alfano & Associates

BOARDS OF DIRECTORS

1997 - 2004	Stewart Title and Trust
1997 - 2004	Metro-Pima Alliance ("MPA"); Founding Member
1994 - 1996	Greater Tucson Economic Council ("GTEC")
1996	Tucson Regional Water Council ("TRWC")
1997 - 1999	Society For Environmental Truth
1994 - 1995	Tucson Horizons

PUBLIC SERVICE

2008	Yes on Proposition 100 (Constitutional amendment to ban real estate transfer taxes)
2003 - 2007	City of Tucson & Pima County Real Estate Advisory Council ("CREAC")
2004 - 2006	Pima County Conservation Commission (\$182M Bond Oversight)
2003 - 2006	Pima County Implementation Agreement Drafting and Negotiating Committee ("MSHCP" Section 10 - E.S.A.)
2006	Treasurer; Huffman For Congress (Congressional District 8)
2003	Tax Reform for Arizona Citizens Committee - Appointed by Speaker of the Arizona House of Representatives
1999 - 2003	Pima County Sonoran Desert Protection Planning Committee (MSHCP/Sonoran Bioregion)
2001 - 2002	State Representative O'Halleran's Task Force on Land Use
2002	State Representative McClure's Task Force of Private Property Rights
2001	City of Tucson Sign Code Committee Task Force on Real Estate Sign Tax
2001	Pima County Comprehensive Plan Update Land Use Panel (Rincon/Santa Rita Sub-Region)
2001	Pima County Department of Environmental Quality Task Force: ADEQ Rules (Septic Tanks)
2000	Chairman; Citizens aGainst Mass Infill (No on Proposition 202)
1999 - 2000	Pima County Hillside Development Zone Technical Review Committee
1999 - 2000	Congressman Kolbe's Advisory Committee on Land Use
1996 - 1998	Pima Community College Bond Oversight Committee
1995 - 1998	Commissioner; Pima County Planning and Zoning Commission
1996	Chairman; Pima County Modular Homes Zoning Text Amendment Committee
1995 - 1996	Chairman; Vicki Cox-G older Exploratory Committee
1994	Chairman; Southern Arizonans for Private Property Rights (Yes on Proposition 300)
1994	Yes on Proposition 101 (State Land Exchange Authority)

PUBLIC SERVICE (cont.)

1994 Chairman; City of Tucson Land Split Ordinance Committee
1994 Pima County Riparian Ordinance Committee

1990 - 1994 Pima County Board of Health
1991 - 1994 Pima County Board of Health Budget Committee
1991 - 1993 Pima County Board of Health Trichloroethylene ("TCE") Committee
1992 Yes on 102 Committee (State Land Exchanges/State Constitutional Amendment)
1991 Pima County Property Management Acquisition Policies Task Force
1988 - 1989 Pima County Board of Adjustment - District Four
1988 - 1989 Pima County Rincon Valley Area Plan Revision Committee
1986 - 1988 Pima County Grading Ordinance Review Committee
1985 Pima County Septic Tank Task Force
1985 Pima County General Rural "GR" Rezoning Task Force

COMMUNITY SERVICE

2006 - Present Precinct Committeeman; Precinct #180
2004 - Present Eller College of Management, University of Arizona; Business Leaders Confidence Index Participant
2003 - Present Boy Scouts of America: Catalina Council - Real Property Committee
2003 - 2008 Boy Scouts of America - Chairman, Parent Committee: Venture Crew 777
2001 - Present Tucson Diaper Bank
1990 - Present Blood and Platelet Donor - American Red Cross
1987 - Present Platelet/Bone Marrow/Organ Donor - U of A Medical Center

OTHER COMMUNITY SERVICE AND AFFILIATIONS

Cathy Fritz Memorial Committee
Komen Race for the Cure
Big Brothers - Big Sisters (1983 - 1984)
T.H.E. Festival (FKA: Tucson Meet Yourself)
Tucson Community Cable Corporation (1986 - 1990)
The Hearth Foundation
Habitat for Humanity
Public Lands Appreciation Day (United States Interior Department - B.L.M.)
Dedication of William G. Arnold Sr. Memorial Examination Room, UMC Cancer Center: 1987
Pima Trails Association
The Rincon Institute
The Sonoran Institute: Faces of Conservation Award's "Black-Chinned Hummingbird" sponsor (X3)
Supporters of Las Cienegas National Conservation Area
Community Working Group (Sonoran Institute sponsored facilitation/conflict resolution of growth issues)
The Arizona Open Land Trust
Tucson Business Coalition
Together We Can
Greater Tucson Economic Coalition ("Buy Tucson")
Southern Arizona Homebuilders Association Home Show Exhibition Judge
People For the USA
Stewards of the Range
Desert Cove Homeowners Association - Secretary (1987)
Desert Cove Homeowners Association - Treasurer (1988)
Desert Cove Homeowners Association - President (1989)
Parent Volunteer - Soleng Tom Elementary
Cub Scouts of America - Webelos Den Leader; Pack 739 - Den 5
Boy Scouts of America - Chairman; Troop 129 Parent Committee
Boy Scouts of America - Chairman; Venture Crew 129 Parent Committee
Boy Scouts of America - Chairman; Troop 777 Parent Committee
Precinct Committeeman; Precinct #336 (1999 - 2002)

COMMUNITY FORUM AND PANEL PARTICIPATION

"Doorways to Dialogue" Conflict Resolution workshop on growth related issues: 5/11/01
Hot Topics, Cool Solutions 2001: The Sustaining Desert: Building Livable Futures. Panel member: 9/12/01
The Wildlife Society 14th Annual Conference: Urban wildlife conservation issues in the Tucson region - Panel member: 9/22/07

PUBLISHED ARTICLES

Yes on 300. Arizona Daily Star. October, 1994
Development Impact Fees: 101. Broker • Agent Magazine. November, 1995.
The Desert Protection Plan; a sham and a shame. Tucson Citizen Guest Editorial. June, 2001

SIGNIFICANT PIMA COUNTY PLANNING AND ZONING ACTIONS (POLICY & ORDINANCE)

April, 1998: Approved development standards and conditional use permitting for Manufactured Home Parks
April, 1998: Modified residential zoning categories to permit parochial and private schools
April, 1998: Approved substantial modifications to Rezoning Protest/Time Limits Ordinance
April, 1998: Approved substantial modifications to Buffer Overlay Zone
April, 1998: Approved Native Plant Protection Ordinance
January, 1998: Modified rezoning conditions to include habitat survey for Pygmy Owl
July, 1997: Revisions to Tentative Plat Adoption Procedure
May, 1997: Wireless Communication Facility Ordinance (height limits/aesthetic considerations)
January, 1997: Exaction of Honeybee Canyon (Class 1 Riparian)/trails access from rezoning)
January, 1997: Created and adopted definition of Mobile Home Park
November, 1996: Adoption of policy limiting the maximum time limit for rezonings
October, 1996: Adoption of Eastern Pima County Trail System (Hiking and Equestrian)
September, 1996: Creation of Recreation Plan Policy for Subdivisions of greater than 50 units
June, 1996: Expansion of Scenic Route Ordinance
August, 1995: Creation of Saguaro Protection Policy: Comprehensive Plan

EXPERT WITNESS CASES / CONSULTING

Pima County

Case Number

Pima County v. Salyers 263445
Pima County v. Sisson
Pima County v. Light 266023
Pima County v. Wooten
Pima County v. Title Security Trust #263609
Pima County v. Zupan
Pima County v. Benzinger
Pima County v. Stackhouse

Morrison and Hecker, P. C.

Chicago Title v. State Land Department

Bonnett, Fairbourn, Friedman & Balint, P. C.

Kist v. Mance 305664

Edwards, Kaufman, Ketcham and Egbert

Eagerton v. Chumbler Realty 315166

Pinal County

Case Number

Molloy, Jones, Donahue et al

TRICO Power v. Eagle Crest 38421
TRICO Power v. Martin

Cochise County

Case Number

Snell and Wilmer

El Paso Natural Gas Co. v. Riggs et al 2000-00203

Maricopa County

Case Number

Stoops and Burns

Johns v. Federal Land Exchange etal
 Rodis v. Federal Land Exchange etal

92-06700
 94-04472

ARBITRATION

Harvey v. Coldwell Banker Success

Karp, Heurlin and Weiss - Attorneys for Defendants

SIGNIFICANT CONSULTING

ASARCO, Inc.

Acquisition of Vulcan Mining Claims Group
 Groundhog Mine, Bayard N.M. Water Rights Consulting
 Groundhog Mine, Bayard N.M. Land Use Consulting
 Water line location (20+ miles). Rosemont mine, Pima County, Arizona

Snell and Wilmer

SRP/APS Southwest Valley 500 kV Transmission line approval. Certificate for Environmental Compatibility - Case #115. Heard before the Arizona Line Siting Committee on 8/21/01 - 12/4/01. My involvement included document review and expert testimony.

Santa Cruz Joint Venture

Acquisition of up to 400 lots in and around the Desert Carmel Subdivision. Pinal County.

TRANSACTIONS OF NOTE

2005 - 2006 - Rain Valley Ranch

Marketed, negotiated and closed the sale of the Rain Valley Ranch which straddles the Cochise and Santa Cruz County line and includes the foothills of the Whetstone Mountains and the Mustang Mountains. Sale included preservation of substantial portions of the private land for the preservation of Fort Huachuca and it's air space via a Bureau of Land Management exchange. Significant covenants included on the phasing of development on the balance of the property. Sale included the lease back of the property for agricultural purposes. Buyers included the Honorable Bruce Babbitt and Richard Blum.

2003 - 2005 - Bar V Ranch

Marketed, negotiated and closed the sale of the Bar V Ranch. Property included significant wildlife corridor and surface water rights. Sale preserved all of the private land in perpetuity. Sale was also unique in that it included a "Management Agreement" with the Seller which provided for the Seller to maintain and manage the property, for up to 25 years after the close of escrow. The Management Agreement provided possessory rights and monthly payments to the Seller. This form of agreement has become a model for other purchases and has been successfully incorporated into Pima County's strategy to acquire landscape level, operating ranches.

2004 - Rincon Creek Preservation

Marketed, negotiated and closed multiple parcel, multiparty, acquisition of approximately 1 mile of Rincon Creek watershed and associated surface water rights. Sale included a small water company and it's 'certificated area' (e.g., service area monopoly) as well as historic structures including the original "Acosta Ranch" headquarters. Sale also included an easement (which was subsequently extinguished) through the Saguaro National Park (which the Park was unaware of until I brought it to their attention). The buyer intends to land bank the property until such time as the Federal Government expands the boundary of the Park and incorporates same. Ultimately the property will be permanently preserved.

1998 - 2006 - Approved Subdivisions

The Lazy DS Ranch	-	Cochise County	-	18 Lots
Rancho Del Cielo	-	Pima County	-	16 Lots
Sonoita Vista Verde	-	Santa Cruz County	-	6 Lots
Thunderhead Horse Lots and Home sites	-	Pima County	-	12 Lots
DeSoto Estates	-	Pima County	-	12 Lots

TRANSACTIONS OF NOTE (cont.)

Chula Vista	-	Cochise County	-	21 Lots
Apache Hills	-	Cochise County	-	35 Lots
Rancho Agua Verde	-	Pima County	-	12 Lots
Monte Vista	-	Cochise County	-	8 Lots (sold in bulk prior to completion)

1994 - 1999 - Ray Mine Exchange

Consulting, research and acquisition services rendered to ASARCO, INC. in the facilitation of the Ray Mine near Winkelman, Arizona.

1988 - 1999 - Rosemont/U.S.F.S. Exchange

Consulting, research and acquisition services rendered to ASARCO, INC. in the facilitation of the Rosemont Mine Group between Tucson and Sonoita, Arizona.

1996 - Amphitheater Public Schools

Negotiated the acquisition and closing of a bus depot and regional Administrative Offices. Site was successfully acquired after a 3 year negotiation at approximately 50% of the original asking price.

1996 - Day Ranch Sale

Negotiated and closed the sale of the balance of the historic "Day Ranch" southeast of Tucson. Originally held by the Day family (of Sandra Day O'Connor and State Representative Ann Day fame) the ranch had been sold to Horizon Corporation, to Silver Creek Ranch (a corporation held by the Wolfswinkle Brothers) and subsequently lost by same during the 1990 real estate crash to previous owners. The marketing and sale of the entire property took 5 years to complete and was comprised of 8 separate sales.

1994 - 1996: Rincon Valley Agricultural Status modification

Negotiated and closed 80 grazing leases on various parcels throughout the Rincon Valley southeast of Tucson for the expansion of grazing operations for the Rocking K Ranch. Appealed the land use status of the individual property owners for Agricultural Status on the various parcels. 100% successful. Negotiated and closed grazing leases on 55 separate parcels throughout the Rincon Valley southeast of Tucson for the expansion of grazing operations for the Rocking K Ranch. Appealed the land use status of the individual property owners for Agricultural Status on the various parcels.

1994 - N.O.A.A.

Negotiated the acquisition of a Doppler Radar site for southern Arizona in the Empire Mountains, southeast of Tucson amidst substantial public pressure to the contrary. Worked closely with Congressional delegation and N.O.A.A. to successfully close transaction.

1994 - Amphitheater Public Schools

High School and Middle School site acquisitions. Located, negotiated and closed two new campuses for the District using bond funds previously approved. Additionally, I was successful in locating, negotiating and closing a preschool site and various infill parcels for an existing campus expansion.

1991 - Resolution of TCE Superfund Title/Lending Dispute

Helped organize and facilitate resolution of dispute between the public and the title/lending/real estate industries regarding the impact of EPA's designation of a Trichloroethylene (TCE) Superfund site on Tucson's southwest side. Coordination with Senator DeConcini, EPA and local lending / title agencies. Participatory in clearing up both public and industry concerns.

1990 - Empire Park Exchange

Assembled and acquired 36 parcels of vacant and improved properties so as to perfect a four legged exchange between ASARCO, Empirita Ranch, University of Arizona Foundation and the B.L.M. This exchange helped protect some 30,000 acres and the endangered species located thereon (as well as preserving 8800 acre feet of water annually for Tucson's ultimate use), created an equestrian trail head into the Saguaro National Monument, created a new joint office facility for Pima County Parks Department and the B.L.M., placed into private ownership approximately 300 acres for an east side subdivision and made available some 2200 acres for the expansion of the Silverbell Mine.

TRANSACTIONS OF NOTE (cont.)

1987 - Helvetia Land Acquisition

Negotiated the acquisition of 944 acre tract near the town site of Helvetia. Acquired unpatented mining claims to secure surface rights. Began subdivision process for new owners.

1985 - Rocking K Ranch Expansion

Acquired and assembled 2200 acres of vacant land for inclusion into the Rocking K Ranch master planned community. Coordinated take down planning, closings and escrows of assemblage. Assigned to Donald Diamond and William Estes.

SELECTED CLIENTS AND CUSTOMERS

ASARCO, Inc.	Susan Kai
Lido Corporation	The Honorable Mary "Betsy" Bayless
Palo Seco Corporation	Donald Diamond
Amity, Inc.	The Capin Family Trust
Loma Alta Partners	The Lebrecht Family Trust
TRICO Power Co-op	The Kittle Family Trust
Sam Sneller	The Honorable Morris K. Udall
Maguey LTD. #3	Robert Cote (Tanque Verde Guest Ranch)
Maguey LTD. #8	John McDonald
Maguey LTD. #9	Buddy Amos
University of Arizona Foundation	Royanna Moore
United State Department of Interior (BLM)	Peter Backus
United States Forest Service (USFS)	Bill Estes, Jr.
The Catholic Diocese of Tucson	Philip Aries
Maranatha Ministries	Charles Pettis
Thunderhead Development	Neil Simonson
Chobanian Rug Company	Jay Kittle
Pima County Attorneys Office	Bruce & Katie Dusenberry
Amphitheater Public Schools	Ed & Andy Romo
Empirita Ranch Ltd. Partnership	Mario Yrun
Pima County Parks Department	Roderic Tizzard
Morrison and Hecker, Attorneys at Law	Lowell Rothschild
Molloy, Jones and Donahue, P. C.	Carlos Touche
Stoops and Burns	Arnold Jeffers
The Nature Conservancy	Albert Touche
Rocking K Ranch Development, Inc.	Carl Mills
Horizon Corporation	Elliot Feldman
Chicago Trust	A.F. Woodrow
Federal Deposit Insurance Corp. (FDIC)	Dr. Nathaniel Bloomfield
Pennzoil Company	M/M Bryan Harbour
Hank Zipf	Walter Armer Sr.
Donald M. Martin (Martin Cattle Co.)	M. Anderson Construction Co.
Christ Community Church	El Paso Natural Gas
Coldwell Banker Success Realty	APS / SRP
Hanjour Wyss (HJW Leasing)	AmericaBuilt Homes
Pima County	Bar V Ranch
Rain Valley Ranch	Rail X Ranch
Andrada Ranch	Avra Valley Ranch and Properties
The Honorable Bruce Babbitt	Richard Blum

SUMMARY OF ANNUAL SALES ACTIVITY

<u>Year</u>	<u>Number of Transaction Sides</u>	<u>Sales Equivalent</u>	<u>Approx. Acres*</u>
1985	31	\$ 4,000,000	
1986	16	\$ 500,000	
1987	27	\$ 2,800,000	
1988	11	\$ 2,500,000	
1989	28	\$ 1,300,000	
1990	42	\$ 3,000,000	

SUMMARY OF ANNUAL SALES ACTIVITY (cont.)

<u>Year</u>	<u>Number of Transaction Sides</u>	<u>Sales Equivalent</u>	<u>Acres</u>
1991	19	\$ 2,000,000	256
1992	21	\$ 7,500,000	221
1993	88	\$ 4,500,000	3105
1994	61	\$ 6,000,000	935
1995	67	\$ 7,000,000	234
1996	58	\$ 7,600,000	1727
1997	37	\$ 5,390,000	603
1998	38	\$ 3,540,000	402
1999	52	\$ 7,960,000	37,746*
2000	42	\$10,760,000	811
2001	20	\$ 6,354,000	248
2002	57	\$ 7,730,000	706
2003	29	\$ 5,230,000	418
2004	26	\$22,100,000	806
2005	30	\$29,400,000	13,573*
2006	3	\$36,350,000	12,644*
2007	N/A	N/A	N/A**
2008	N/A	N/A	N/A**
2009	N/A	N/A	N/A**

*includes both fee and leased land.

** My focus, since early 2007, has been consulting with existing clientele.

RECENT SELECTED CONTINUING EDUCATION

You think you know the Fair Housing Laws?	4/17/01	3 Hours Fair Housing
Key elements of the Land Sale	7/13/01	3 Hours Law
Public Policy Forum (AAR)	9/6/01	3 Hours Real Estate Law
Commissioners Standards	9/25/01	3 Hours Commissioners Standards
Pima County Comprehensive Plan: Stealth Habitat Conservation Plan?	12/6/01	3 Hours (no CE credit)
2002 Real Estate Update/Forecast	2/28/02	3 Hours General
IRC 1031 Realty Property Exchanges	5/15/02	3 Hours Law
Agency Law: Understanding It's Protections for Today's Agents	7/24/02	3 Hours Agency Law
Disclosure: The Practical Guide	7/25/02	3 Hours Disclosure
REALTOR Town Hall	8/29/02	3 Hours Legal Issues
Land Sales Tools and Legislative Update	11/8/02	3 Hours Contract Law
The Real Estate Revolution of the '90's	11/19/02	3 Hours Agency Law
Public Policy Oversight.	6/16/03	3 Hours Legal Issues
REALTOR® Town Hall	8/21/03	4 Hours Legal Issues
Mold in the Home - Decreasing problems and increasing sales	9/23/03	3 Hours Disclosure
The Commish Meets the Code	10/21/03	3 Hours Commissioners Standards
Broker Management Clinic	11/26/03	3 Hours Commissioners Standards
Public Policy Oversight (AAR)	6/24/04	2 Hours Real Estate Legal Issues
REALTOR® Town Hall	8/12/04	4 Hours Real Estate Legal Issues
Practical Issues in Fair Housing	8/13/04	3 Hours Fair Housing
Everything you wanted to know about IRC 1031 Tax Deferred Exchanges...	9/17/04	3 Hours Real Estate Legal Issues
Preserving Family Land: Estate & Tax Benefits of Land Conservation	4/19/05	2.5 Hours (No CE credit)
Broker Management Clinic	5/4/06	3 Hours Commissioners Standards
Using the Internet for Disclosure of Material Facts	8/22/06	3 Hours Disclosure
Common Pitfalls in Writing the Contract	8/22/06	3 Hours Contract Law
Fair Housing	9/6/06	3 Hours Fair Housing
Consensual Deal Agency	9/8/06	3 Hours Agency Law
Environmental Hazards	9/22/06	3 Hours Real Estate Legal Issues
Real Estate Planning - Is Your House in Order?	9/27/06	3 Hours Real Estate Legal Issues
The State of the Real Estate Industry	9/28/06	3 Hours Real Estate Legal Issues
Know the Code	1/18/07	3 Hours General (NAR Quad Credit)

RECENT SELECTED CONTINUING EDUCATION (cont.)

Agency in Arizona: Legal and Practical Perspectives	2/09/07	3 Hours Agency Law
Public Policy Oversight (AAR)	7/17/07	6 Hours Real Estate Legal Issues
2007 AAR Vacant Land Contract	2/15/08	3 Hours Contract Law
Fair Housing Case Studies	8/25/08	3 Hours of Fair Housing
Broker Management Clinic	8/25/08	3 Hours of Commissioners Standards
Disclosure, Road map for real estate	9/15/08	3 Hours of Disclosure
The Commish meets the Code (incl. Quadrennial Ethics requirement/NAR)	9/18/08	3 hours Commissioners Standards
Land Values Yesterday, Today and Tomorrow	10/24/08	3 Hours Real Estate Legal Issues