

# "IT'S ALL ABOUT TIMING."

Robert W. Dunham, MAI, SRA  
Principal Owner & Founder, Southeast Market Analysts  
State-Certified General RE Appraiser License # RZ0001984



REAL ESTATE MARKET INTELLIGENCE  
FOR THE DECISION MAKER

The Kress Building  
475 Central Avenue – Suite 400 E  
St. Petersburg, FL 33701  
727-366-5740  
r.dunham2@verizon.net  
southeastmarketanalysts.com

## MEET ROBERT W. DUNHAM, MAI, SRA

From the infamous "Big Dig", the federal Reserve building, South Station and Logan Airport in Boston to Cayo Costa and North Sanibel barrier islands in Charlotte Harbor Florida, Robert has over thirty-four years of market experience in real estate counseling and problem solving. Everyone has some level of credentials, but what's important is having been through many market cycles, and 'there is no substitute for experience'. Robert has completed assignments throughout the U.S. as well as the Caribbean. Mr. Dunham holds the prestigious MAI and SRA designations of the Appraisal Institute and is a faculty member for that organization with over 20 years of teaching and lecturing on market analysis and highest and best use.

## THE SIX-STEP - "LOOK BEFORE YOU LEAP" - PROCESS

Although important, of course, the real estate world is about more than just LOCATION! There are six sequential and essential steps; each is important, and each is related to the others in building block fashion. Using the process and 30+ years of experience, my intent is to steer you around the obstacles in forecasting and recommending strategies for positive results.

Visit [southeastmarketanalysts.com](http://southeastmarketanalysts.com) for detailed videos of each step in this process.

Our current work profile includes the following areas of specialization:

- Unfinished subdivisions and condo projects
- Property tax appeal expert testimony
- Litigation support for Eminent Domain, REO consulting, corporate, partnership or family dissolution
- Highest and best use studies (before the project and after the mistake)
- Feasibility analysis

We seek the unusual and difficult assignments and seldom provide appraisals or consulting for mortgage loan underwriting. Our clients include:

- Attorneys
- CPA Firms
- Bank loan workout specialists and regulators
- Land owners and developers
- Corporate real estate executives

Most importantly the principal and staff in this firm work as a team, each contributing a piece, a skill or a related experience and the conclusions are thoroughly vetted and tested before the report is delivered to the client. It is our policy to deliver the report and arrange for a full discussion of issues and findings. We pride ourselves on our thoroughness in exploring all reasonable possibilities and techniques before concluding our work.

For more information about Robert W. Dunham, click on the following link:  
[http://www.appraisalinstitute.org/findappraiser/show\\_Member\\_Profile.asp?p=b9YApyTCC6anRM1CCc8DERxVZXWe4yCCK](http://www.appraisalinstitute.org/findappraiser/show_Member_Profile.asp?p=b9YApyTCC6anRM1CCc8DERxVZXWe4yCCK)