

RICHARD J. HAGAR, SRA

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Mercer Island, WA 98040
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National Speaker - Author - Lecturer - Educator

2000 to **The Hagar Institute,**
Present: President

Mercer Island, WA

Nationally recognized Speaker, Author, Lecturer and Educator for banks, lending institutions, real estate professionals, law enforcement and numerous federal government agencies. Influential leadership relating to current legislation for industry guidelines and best practices in the lending and real estate sectors. Co-developed both: real estate classes delivered to professionals via Internet sites; as well as a break through system used to disseminate and sell clock-hour instruction. Nationally recognized instructor in Washington, and at least 10 other states, in the fields of: Compliance, Appraising, Real Estate Fundamentals, Real Estate Principles, Practices & Essentials, Ethics, Bank Compliance, Construction & Land Development, Selling/Listing/Marketing, and Mortgage Fraud, to name just a few.

1988 to **American Home Appraisals**
Present: President / Consultant

Mercer Island, WA

SRA Designation with the Appraisal Institute (Fewer than 1% of appraisers nation-wide receive this designation.

Expert in appraising extreme high-end estates and unique homes, single & multi-family residences, condominiums, raw land and subdivisions. Appraisals with ancillary objectives such as: forensic appraising, loss of value involving legal questions, rights of ownership, easements, divorce, land-slides, waterfront, etc. Comprehensive appraisal work for local and national lenders, title insurance companies, attorneys, corporations as well as for private entities . Have been called upon to provide expert witness work and give testimony relating to Property Rights, Foreclosure, and Fraud in District, Superior and the Federal Court Systems in multiple states.

Expert Review appraiser for government agencies, attorneys, local and national lenders as well as for the Appraisal Institute. Specializing in the geographical areas of: King, Pierce, and Snohomish counties, Ocean Shores and areas of Eastern Washington.

2002 to **North Seattle Community College,**
Present: Real Estate Instructor

Seattle, WA

Teach Washington State accredited classes to real estate professionals and lay people. Wrote, developed and instruct the following courses for NSCC: Real Estate Investment, Advanced Level Investment Strategies, Appraisal of multi-family and single family housing, as well as authored and instruct classes relating to Mortgage Fraud and Foreclosure.

1997 to **Professional Directions Inc,**
2006: Real Estate Instructor

Kirkland, WA

Developed and taught Washington State accredited classes to real estate professionals and lay people

1986 to 1988 **Ken Fletcher & Associates** Bellevue, WA
Professional Real Estate Appraiser
Appraised single family residences, condominiums, raw land, developed lots, construction appraisals, and final inspections in King and Snohomish counties.

1984 to 1989: **William A. Bain & Associates** (Coldwell, Banker, Bain Assoc) Bellevue, WA
Realtor / Sales Consultant /Development Coordinator
Recognized as a multi-million dollar Sales Associate specializing in the expensive home resale market as well as new construction, and condominiums.

Assisted developers and sellers by:

- Preparing market evaluations used in determining fair market value for homes, condominiums, and developments.
- Performance analysis for determining single family housing (the type, size, cost, and locations) for future developments.
- Interfaced with engineers, architects, and government agencies in creating plat layouts, plat approvals, and floor plans suitable for site and consumer demand.
- Vast knowledge of financing, mortgage banking, construction loans, and the escrow process

1978 to 1982: **B.C Northwest Construction General Contracting firm.** Issaquah, WA
Sales and Design Consultant / Development Coordinator / Land Purveyor
Designed homes and assisted in conceptualizing subdivisions, home(s) placement and acquisition of acreage for the specific purpose of creating new subdivisions.

Managed and interfaced with plat engineers, surveyors and government agencies while guiding projects through the entire governmental platting process. Platting process included both short and long plats between 2 and 128 lot subdivisions. Subdivisions included the acquisition of easement rights for ingress/egress, sewer and water together with arranging financing for the actual subdivision and ground breaking.

Assisted in acquisition of financing for the construction of more than 100 homes.

1977 to 1984: **The John's Real Estate Corporation** Mercer Island, WA
Sales Consultant / Plat Manager / Development Coordinator
Multi-million dollar producer, principally selling and listing homes for first time home buyers, time share condominiums, vacant land and recreational land in vacation or tourist spots in Washington.

Assisted in the development of single family homes for first time home owners.

Real Estate sales - residential, land, developments, and condominiums.

Assisting developers and sellers by:

- preparing market evaluations used in determining fair market value for homes, condominiums, and developments.
- performance analysis for determining single family housing (the type, size, cost, and locations) for future developments.
- interfacing with engineers, architects, and government agencies in creating plat layouts, plat approvals, and floor plans suitable for site and consumer demand.

Vast knowledge of financing, mortgage banking, construction loans, and escrow companies.