

Joel Laviolette, MAI

Qualifications In Real Estate Valuation And Consulting Services



Mr. Laviolette has been involved in a variety of real estate related consulting activities since 1987. Upon receiving an MBA from The University of Texas at Austin in 1987, Mr. Laviolette became a management consultant with the Dallas office of Kenneth Leventhal & Company (KL&CO) where he was employed for four years. At that time, KL&CO was the nation's eighth largest public accounting firm and specialized in Real Estate and related financial services. During the first two years of his employment with KL&CO, he was primarily engaged in assisting over-leveraged real estate owners with non-judicial debt restructuring.

By 1989, most of KL&CO's largest developer client's debts had been "worked out" and KL&CO diversified into serving other emerging client needs.

Increasingly, the firm's consulting practice focused on assisting the federal government in resolving the S&L crisis. Consequently, Mr. Laviolette's duties

related to the oversight of one of the Southwest Plan's Assistance Agreements. For example, in one S&L in which the federal government had provided loss coverage, yield maintenance, and other incentives for investors to purchase the troubled thrift, Mr. Laviolette's role was to analyze the institution's disposition plans for major assets and make recommendations as to the most appropriate course of action.

In addition to troubled debt restructuring and S&L consulting, Mr. Laviolette worked extensively in litigation support. In connection with civil lawsuits involving directors and officers of a major S&L, as well as potential accountant liability, Mr. Laviolette gained considerable experience in forensic accounting. That is, it was necessary to reconstruct and thoroughly analyze loan transactions which occurred several years prior. Loan transaction analysis consisted of attaining a thorough understanding of the real estate, the borrower, the lender, and the accountant, as well as the bank regulator. This process identifies improper underwriting and/or audit procedures and exposes potential fraud or negligence.

In 1990, Mr. Laviolette joined Newmarket Consulting Group, a real estate consulting and valuating group with headquarters in Dallas, Texas which served clients across the nation. Newmarket's forte, while Peter Malin was there, was the more complex, high profile income-producing properties. While working with Peter Malin at Newmarket, Mr. Laviolette appraised hotels, shopping centers, regional malls, apartments, subdivisions, office buildings, industrial properties, as well as raw land in over ten states.

In 1993, Mr. Laviolette joined Peter Malin, Newmarket's founder and Managing Director, in a new company: *The Malin Group*. During the last nine years, Mr. Laviolette has appraised commercial properties of all types throughout the United States. Below is a representative sample of several major engagements:

- 1.2 million square foot winery in Upstate New York;
- Warehouse and distribution centers in Dallas, Oklahoma City, and Tulsa;
- A major mixed-use residential, office, and parking complex in Downtown Boston;
- Various hotels and hotel/conference centers in eight states;
- Proposed and existing office buildings in Texas, California, Illinois, and Utah;
- Special-use projects such as a 36-hole public golf course in Massachusetts, 150,000 square foot entertainment center in the Dallas CBD;
- Portfolio of six apartment communities in Houston; and a
- Portfolio of apartments located in various Texas and Oklahoma sub-markets.

Mr. Laviolette is a designated Member of the Appraisal Institute (MAI) and is a State Certified General Real Estate Appraiser in the State of Texas. He continues to value complex income properties across the United States.