



**Goodman-Marks Associates, Inc.**  
**REAL ESTATE APPRAISERS AND CONSULTANTS**

**TONIA VAILAS, MAI, Senior Vice President**

**Employment**

- 10/06 to Date: *Goodman-Marks Associates, Inc.*  
Senior Vice President  
Senior Vice President preparing narrative appraisal reports of income-producing and other property to determine market valuations. These reports are used for mortgage purposes, settlement of estates, litigation, real estate tax certiorari actions and condemnation cases.
- 9/05 to 9/06: *Goodman-Marks Associates, Inc.*  
Senior Staff Appraiser
- 7/03 to 8/05: *Goodman-Marks Associates, Inc.*  
Staff Appraiser

**Education**

- Professional: *Appraisal Institute*  
Courses successfully completed:  
Course 110 – Real Estate Appraisal Principles  
Course 120 – Real Estate Appraisal Procedures  
Course 410 – Standards of Professional Practice  
Course 420 – Business Practices & Ethics  
Course AQ1 – Fair Housing, Fair Lending & Environmental Issues  
Course 310 – Basic Income Capitalization  
Course 320 – General Applications  
Course 510 – Advanced Income Capitalization  
Course 520 – Highest and Best Use and Market Analysis  
Course 530 – Advanced Sales Comparison & Cost Approaches  
Course 540 – Report Writing and Valuation Analysis  
Course 550 – Advanced Applications  
Completed Comprehensive Examination  
Completed Final Level of Experience Review
- College: *Queens College, Flushing, New York*  
Bachelor of Arts Degree – May 2003  
Major: Economics      Minor: Business and Liberal Arts
- Coursework: Corporate & Intermediate Finance, Economics of the Internet, Introductory Accounting, Critical Thinking in Business, Analytical Problem Solving and Decision Making in Business, Oral Communication in the Workplace
- Computer: MS Word, Excel, Lotus, Access, PowerPoint, QuickBooks, Internet

**Professional Membership**

- Appraisal Institute - MAI Designation, Long Island, New York Chapter  
Member – Special Events Committee, Long Island Chapter, 2008

**License**

- Certified General Real Estate Appraiser  
State of New York