



**Request for Qualification
for
Webb County
RFQ 2025-016**

Responses must be received BEFORE:
August 26, 2025

**Lowery Property
Advisors, LLC**

105 Decker Court, Suite 1000,
Irving, TX 75062
Phone: 214.347.8558
Fax: 214.614.4315
Lowerypa.com
mario@lowerypa.com



1. Statement of Interest



August 19, 2025
Lowery Property Advisors, LLC
105 Decker Court
Suite 1000
Irving, TX 75062

Lowery Property Advisors, LLC (LPA) is pleased to submit our Statement of Qualifications (SOQ) in response to Webb County's Request for Qualifications for professional services. LPA commits to providing the full scope of services required by the County and affirms that this SOQ will remain valid for ninety (90) days from the submission deadline.

As a commercial real estate valuation firm with 15 years of experience, LPA provides appraisal and review services statewide, specializing in mortgage lending, right-of-way acquisition, disposition, and negotiation of market lease terms for governmental property and facilities. With 12 offices, including 9 located across Texas, our firm offers both the resources and the regional expertise necessary to meet Webb County's needs.

We believe LPA is uniquely qualified to provide these services due to our proven track record with public-sector assignments, our strong presence across Texas, and our experienced team of certified appraisers providing valuation services throughout Webb County.

This letter is signed by a representative legally authorized to bind Lowery Property Advisors, LLC to the commitments contained herein.

Mario Caro
Mario@lowerypa.com
210-528-1491
100 NE Loop 410
Suite 1350
San Antonio, TX 78216



2. Executive Summary

Lowery Property Advisors, LLC (LPA) is pleased to present this Statement of Qualifications (SOQ) in response to Webb County's Request for Qualifications. LPA affirms that our SOQ addresses all requirements of the RFQ and demonstrates our qualifications to deliver the requested services. In addition, LPA offers expanded expertise in litigation support, advisory consulting, and tax consulting, providing Webb County with comprehensive solutions that extend beyond appraisal services.

Our Right-of-Way Practice team specializes in property valuation for acquisition by local, county, and state agencies, as well as appraisals for landowners impacted by infrastructure projects. We have extensive experience in assignments involving highway and street expansions, water and sanitary sewer lines, oil and gas pipelines, electric transmission lines, drainage and conservation easements, corridor valuation, recreational hike and bike trails, avigation easements, and public parks acquisitions. Assignments have ranged from single-parcel acquisitions to large-scale projects involving 100+ parcels across multiple counties.

LPA's right-of-way and eminent domain services extend to complex acquisition scenarios, including whole and partial takings, temporary construction easements, bisected improvements, access denial, loss of driveways, reduced visibility/exposure, loss of parking, change in highest and best use, and uneconomic remnants. Our team is equipped to provide timely, accurate, and attractively presented reports regardless of project size.

Our staff includes certified and designated appraisers with decades of combined litigation and expert testimony experience. Notably, Mario Caro, MAI, AI-GRS, SR/WA, and Carl Eisenhower, MAI, together bring 48 years of right-of-way and eminent domain expertise, including service as expert witnesses in special commissioner's hearings and trial proceedings. This level of specialization provides Webb County with assurance that its projects will be supported by professionals capable of addressing both appraisal and legal complexities.

Beyond the specific requirements of the RFQ, LPA also provides litigation support, market analysis, and tax consulting services, which can help Webb County anticipate valuation challenges, manage public resources effectively, and ensure fair and equitable property assessments.



With a 15-year history, a network of 12 offices nationwide (including 9 in Texas), and a track record of 100% on-time delivery, LPA has become a trusted advisor to municipalities, state agencies, utilities, and landowners across Texas. We believe this combination of technical expertise, litigation readiness, and broad service capacity, along with our proven track record with governmental agencies in Webb County, makes LPA the most qualified partner for Webb County.



Table of Contents

1. Transmittal Letter.....2

2. Executive Summary3

3. Property Appraisal Service Experience.....6

4. Personnel Qualifications8

5. References and Projects.....20

6. Other Information23

3. Property Appraisal Service Experience

Lowery Property Advisors, LLC (LPA) was established in 2010 as a full-service commercial real estate appraisal and advisory firm. For more than 15 years, LPA has delivered appraisal and valuation services to a broad spectrum of clients, with particular expertise in providing property appraisal services for governmental entities. Our services include real estate appraisal, appraisal review, right-of-way and eminent domain valuation, market studies, litigation support, expert witness testimony, feasibility analysis, and tax consulting. Over this period, we have developed a reputation for accuracy, responsiveness, and 100% on-time delivery.

The firm's specialty lies in right-of-way and eminent domain assignments. LPA regularly appraises property for public infrastructure projects, including highway and street expansions, water and sanitary sewer improvements, oil and gas pipelines, electric transmission lines, drainage and conservation easements, recreational hike and bike trails, aviation easements, and corridor acquisitions. These projects have ranged from individual parcels to large-scale assignments involving over 100 parcels across multiple counties. Our professionals are also experienced in addressing complex acquisition scenarios, such as partial takings, temporary easements, loss of access, changes in highest and best use, uneconomic remnants, and other impacts. This focus, coupled with extensive litigation support experience, has made LPA a trusted partner to local, county, state, and federal entities throughout Texas.

LPA has been privileged to serve numerous governmental clients, including multiple Texas Department of Transportation (TxDOT) districts such as the Laredo District, municipalities such as the City of Seguin, the City of San Antonio, and the City of Laredo, water and utility districts, and the Laredo International Airport. These engagements have involved both large-scale transportation infrastructure projects and smaller municipal utility expansions, providing LPA with a proven track record of successfully partnering with public-sector entities on projects of varying size and complexity.

LPA is a Texas-based limited liability company with its corporate headquarters located at 105 Decker Court, Suite 1000, Irving, TX 75062. The firm was incorporated in the State of Texas and now maintains 12 offices nationwide, including 9 strategically located throughout Texas. Texas offices include Dallas (HQ), San Antonio, Houston, Austin, Fort Worth, Lubbock, El Paso, Corpus Christi, and Texarkana, with additional offices in Denver, Atlanta, and Oklahoma City.

The principal contact for all contractual matters relating to this RFQ is Mario Caro, MAI, AI-GRS, SR/WA, who serves as LPA's Right-of-Way Practice Leader. Mr. Caro is located in the San Antonio office at 100 NE Loop 410, Suite 1350, San Antonio, TX 78216, and may be reached at 210-528-1491 or via email at mario@lowerypa.com. He will oversee project execution for Webb County and ensure compliance with all requirements of the RFQ. Supporting Mr. Caro are Carl Eisenhower, MAI, Director; Anthony DiMare, MAI, Director; Matt Strey; and Allison Jobe—all of whom also work out of the San Antonio office and bring significant right-of-way and eminent domain expertise. All staff assigned to this project will be based in the San Antonio office, ensuring accessibility and responsiveness throughout the engagement.

Lowery Property Advisors is financially stable and has maintained steady growth since its founding, expanding to 12 offices while continuing to deliver high-quality services. The firm possesses the financial capacity, resources, and personnel required to perform the functions outlined in this RFQ and to provide the services represented in this response.

4. Personnel Qualifications

Lowery Property Advisors, LLC (LPA) believes our SOQ best meets Webb County's needs because we deliver unbiased, market-driven appraisals with professionalism, ethics, and efficiency. Guided by our philosophy to *do the right thing, the right way—not the easy way*, we provide reliable valuations that are as fair to the property owner as they are to the taxpayer. Our team anticipates and addresses challenges such as access denial, loss of parking, or utility relocations early in the process, keeping projects on schedule and budget. Every appraisal undergoes rigorous review to ensure accuracy and compliance, and any rare errors are corrected within 24 hours. Backed by statewide MLS access and premier data tools such as CoStar, Moody's Analytics, and Crexi, our reports are data-rich, defensible, and always delivered on time. With senior appraisers Mario Caro, MAI, AI-GRS, SR/WA, and Carl Eisenhauer, MAI, bringing a combined 48 years of right-of-way and eminent domain expertise—including extensive testimony experience—Webb County can be assured of credible results that withstand scrutiny.

Mark Lowery, MAI, AI-GRS, CCIM, MRICS	
Position in firm and on the project team	CEO and President Authorized to sign and enter into resulting contract.
Responsibilities	Founder and CEO
Mario Caro, MAI, AI-GRS, SR/WA	
Position in firm and on the project team	Senior Managing Director. Right of Way Practice Leader / Senior Managing Director Point of Contact for new assignments and service orders. Authorized to sign and enter into resulting contract.
Responsibilities	Manages projects and the statewide ROW appraisal practice. Provides expert witness testimony.
Carl Eisenhower, MAI	
Position in firm and on the project team	Director, San Antonio Office
Responsibilities	Performs commercial real estate appraisals and provides expert witness testimony.
Anthony DiMare, MAI	
Position in firm and on the project team	Director, Houston Office
Responsibilities	Performs commercial real estate appraisals and provides expert witness testimony.
Matthew Strey	
Position in firm and on the project team	Senior Associate, San Antonio Office
Responsibilities	Performs commercial real estate appraisals and provides expert witness testimony.
Allison Jobe	
Position in firm and on the project team	Director, San Antonio Office
Responsibilities	Performs commercial real estate appraisals.



MARK LOWERY, MAI, AI-GRS, CCIM, MRICS

DFW OFFICE

105 Decker Court #1000
Irving, Texas 75062

cell 214.300.8466
ofc 214.347.8558 x 301
mark@lowerypa.com

EXPERIENCE

Mark is the owner and founder of LPA and serves as President and CEO. LPA is a commercial appraisal and consulting firm completing a wide range of projects throughout the southwest. Property types include, but are not limited to office, retail, industrial, multi-family, retail, self-storage, hotel / motel, carwashes, vacant land, daycare, subdivisions, etc.

Mark began his appraisal career with Wells Fargo Bank focusing primarily on residential appraisal review. In 2002, he moved to BRG, Inc. as a Senior Appraiser recruiting and training multiple appraisers. In 2010, Mark founded LPA which has grown to include multiple offices.

Mark has experience with litigation support for legal matters in both federal and state courts. Numerous clients, including attorneys, insurance companies, and lenders nationwide have relied on his expertise in a review appraiser capacity. Mark has been called upon as guest lecturer at his beloved alma mater, Texas A&M.

PROFESSIONAL ASSOCIATIONS

- Appraisal Institute
 - National Nominating 2023
 - University Relations 2022
 - President North Texas 2020
 - Vice President North Texas 2019
 - Secretary North Texas 2018
 - Treasurer North Texas 2017
 - President Central Texas 2016
- Member Royal Institute of Chartered Surveyors – (MRICS)
- CCIM Institute – Designated Member
- North Texas Association of Government Guaranteed Lenders
- Urban Land Institute
- Society of Texas A&M Real Estate Professionals
- Aggie100 List – 2013, 2014, 2015, 2022
- American Society of Appraisers – Designated (ASA)
- Appraisal Foundation (IAC Member)

LICENSES

Texas General Appr.
1334103

Texas Broker License
0515247

Oklahoma General Appr.
13395CGA

Georgia General Appr.
440980

Louisiana General Appr.
G4147

New Mexico General Appr.
03688-G

Colorado General Appr.
CG200003533

Florida General Appr.
RZ4545

Arkansas General Appr.
CG3922

EDUCATION

BBA – Texas A&M University – Finance, Real Estate Emphasis

Coursework for MAI designation

Coursework for CCIM designation

Coursework for AI-GRS designation



Appraiser: **Mark Rayburn Lowery**
License #: **TX 1334103 G**

**Certified General
Real Estate Appraiser**

License Expires: **09/30/2026**

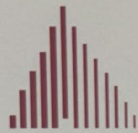
Having provided satisfactory evidence of the qualifications required by the Texas Appraiser Licensing and Certification Act, Occupations Code, Chapter 1103, authorization is granted to use this title:
Certified General Real Estate Appraiser

For additional information or to file a complaint please contact TALCB at www.talcb.texas.gov.

Chelsea Buchholtz
Chelsea Buchholtz
Executive Director



lowerypa.com



Appraisal Institute[®]

Professionals Providing Real Estate Solutions

This Certifies That

Mark Rayburn Lowery

has been admitted to membership as an

MAI Member

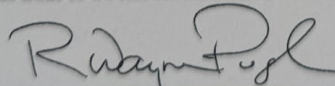
in the Appraisal Institute and is

entitled to all the rights and privileges of membership

subject only to the limiting conditions set forth from time to time

in the Bylaws and Regulations of the Appraisal Institute.

In Witness Whereof, the Board of Directors of the Appraisal Institute has
authorized this certificate to be signed in its behalf by the President, and the
Corporate Seal to be hereunto affixed on this *20th* day of *August 2008*



President

This certificate is the property of the Appraisal Institute and
must be returned to the Secretary upon termination of membership.



MARIO CARO, MAI, AI-GRS, SR/WA

SAN ANTONIO OFFICE EXPERIENCE

100 NE Loop 410 #1350
San Antonio, Texas 78216

direct 210.528.1491
mario@lowerypa.com

Mario Caro has served as Senior Managing Director of LPA San Antonio since 2016. LPA is a commercial appraisal and consulting firm completing a wide range of projects throughout the southwest. Property types include, but are not limited to office, retail, industrial, multi-family, mixed-use, self-storage, hotel/motel, car washes, vacant land, daycare, subdivisions, and special use.

Mario began his appraisal career in 2001 with a regional appraisal company in Houston and specialized in right-of-way and eminent domain appraisal on public and private projects nationwide. In 2005, he returned to his hometown in San Antonio and joined a boutique appraisal firm providing right-of-way and commercial valuation. After 10 years, he transitioned to a global real estate firm where he developed their Texas right-of-way /litigation support practice and appraised commercial properties for lending purposes.

Mario has over 20 years of experience appraising for litigation and legal support matters in both federal and state courts. Numerous clients, including public agencies, attorneys, title companies, and lenders nationwide have relied on his expertise in an appraiser and review appraiser capacity. Mario has provided expert witness testimony and support on a variety of property types for public transportation, utility and recreational corridors, and drainage facilities.

PROFESSIONAL ASSOCIATIONS

- Appraisal Institute
 - Designated Member (MAI, AI-GRS)
 - National Board of Directors 2025
 - Vice Chair 2025, Region VIII
 - President 2022, South Texas Chapter
 - First and Second Vice President 2021 & 2020, South Texas Chapter
 - Treasurer 2019, South Texas
 - Secretary 2018, South Texas
 - National Nominating Committee Alternate 2023, Region VIII
 - Regional Rep 2020-2021, South Texas
 - Education Chair 2020, South Texas
 - Alternate Regional Rep 2014-2019, South Texas Chapter
 - Candidate Guidance Chair 2014-2019, South Texas Chapter
- International Right-of-Way Association
 - Designated Member (SR/WA, R/W-AC)
 - Communications Chair 2024-2025, South Texas
 - President 2022-2023, South Texas
 - Vice President 2021-2022, South Texas
 - Treasurer 2020-2021, South Texas
 - Secretary 2019-2020, South Texas
 - Activities Chair 2012-2013, South Texas

LICENSES

Texas General Appraiser
1334889-G
New Mexico General Appr.
REA-2023-0077

EDUCATION

BS – Texas A&M University – Agribusiness
Coursework for MAI designation
Coursework for SR/WA designation
Coursework for AI-GRS designation
Coursework for R/W-AC designation



Appraiser: **MARIO ANTONIO CARO**
License #: **TX 1334889 G**

**Certified General
Real Estate Appraiser**

License Expires: **05/31/2027**

Having provided satisfactory evidence of the qualifications required by the Texas Appraiser Licensing and Certification Act, Occupations Code, Chapter 1103, authorization is granted to use this title: Certified General Real Estate Appraiser.
For additional information or to file a complaint please contact TALCB at www.talcb.texas.gov.

Chelsea Buchholtz
Chelsea Buchholtz
Executive Director



Appraisal Institute®

Professionals Providing Real Estate Solutions

This Certifies That

Mario A. Caro

has been admitted to membership as an

MAI Member

in the Appraisal Institute and is
entitled to all the rights and privileges of membership
subject only to the limiting conditions set forth from time to time
in the Bylaws and Regulations of the Appraisal Institute.

In Witness Whereof, the Board of Directors of the Appraisal Institute has
authorized this certificate to be signed in its behalf by the President, and the
Corporate Seal to be hereunto affixed on this *22nd* day of *August 2012*

Sara W. Styhica

President

This certificate is the property of the Appraisal Institute and
must be returned to the Secretary upon termination of membership.

CARL EISENHauer, MAI

SAN ANTONIO OFFICE

100 NE Loop 410 #1350
San Antonio, Texas 78216

direct 210.874.2881
ofc 210.390.0492 x 406
ceisenhauer@lowerypa.com

EXPERIENCE

Carl Eisenhauer has served as Director of LPA San Antonio since 2022. LPA is a commercial appraisal and consulting firm completing a wide range of projects throughout the southwest. Property types include, but are not limited to office, retail, industrial, multi-family, mixed-use, self-storage, hotel / motel, carwash, vacant land, daycare, subdivisions, and special use.

Carl began his appraisal career in 2000 with a boutique appraisal company in San Antonio and specialized in right-of-way and eminent domain appraisal on public and private projects in the State of Texas. Prior to 2000, he was employed by one of the largest property tax consulting firms in San Antonio and represented clients both locally and statewide.

Carl has over 25 years' experience appraising for litigation and legal support matters in both federal, state courts and county courts. Numerous clients served, including public agencies, attorneys, land acquisition firms, and property owners have relied on his expertise in an appraiser and review appraiser capacity. Carl has provided expert witness testimony and support on a variety of property types for public transportation, utility and recreational corridors, and drainage facilities.

PROFESSIONAL ASSOCIATIONS

- Appraisal Institute
 - MAI designation
 - President 2020, South Texas Chapter
 - First and Second Vice President 2019 & 2018 South Texas Chapter
 - Treasurer 2017, South Texas
 - Secretary 2016, South Texas
 - Treasurer South Texas 2017
 - Regional Rep 2018-2020, South Texas
 - Region VIII Nominating Committee, 2022
 - Education Chair 2018, South Texas
 - Board of Directors 2012-2015, South Texas
- International Right-of- Way Association Member - 7902930

LICENSES

Texas General Appr.
TX 1332801 G

EDUCATION

BS – Texas A&M University –
Industrial Distribution
Coursework for MAI designation



Appraiser: **CARL KENNETH EISENHauer**
License #: **TX 1332801 G**

**Certified General
Real Estate Appraiser**

License Expires: **09/30/2027**

Having provided satisfactory evidence of the qualifications required by the Texas Appraiser Licensing and Certification Act, Occupations Code, Chapter 1103, authorization is granted to use this title:
Certified General Real Estate Appraiser

For additional information or to file a complaint please contact TALCB at www.talcb.texas.gov.

Chelsea Buchholtz
Chelsea Buchholtz
Executive Director



Appraisal Institute®

Professionals Providing Real Estate Solutions

This Certifies That

Carl K. Eisenhower

has been admitted to membership as an

MAI Member

in the Appraisal Institute and is
entitled to all the rights and privileges of membership
subject only to the limiting conditions set forth from time to time
in the Bylaws and Regulations of the Appraisal Institute.

In Witness Whereof, the Board of Directors of the Appraisal Institute has
authorized this certificate to be signed in its behalf by the President, and the
Corporate Seal to be hereunto affixed on this *28th* day of *March 2012*


President

This certificate is the property of the Appraisal Institute and
must be returned to the Secretary upon termination of membership.

ANTHONY DIMARE, MAI

HOUSTON OFFICE

920 Memorial City Way
Suite 750
Houston, Texas 77024

cell 281.799.3316
direct 713.600.3471
adimare@lowerypa.com

APPRAISAL / REAL ESTATE EXPERIENCE

October 2024 to Present; Director at Lowery Property Advisors
November 2020 to September 2024; Senior Associate at Lowery Property Advisors
September 2015 to October 2020; Certified Appraiser at Allen, Williford, & Seale, Inc.

Anthony is an adaptive and collaborate appraisal professional with significant experience in appraisal and land valuation. He specializes in right-of-way and eminent domain but also has experience in commercial property valuation for lending purposes. Types of properties appraised: eminent domain/condemnation, partial acquisitions, hotel, industrial, office, retail, restaurants, vacant land, and other commercial properties.

EDUCATION

BBA Supply Chain Management – Texas A&M University, 2015

Successfully completed the following administered by the Appraisal Institute and McKissock Appraisal Education:

- Basic Appraisal Principles
- Basic Appraisal Procedures
- Uniform Standards of Professional Appraisal Practice
- Texas Supervisor-Trainee Course
- Real Estate Finance, Statistics, and Valuation Modeling
- General Appraiser Income Capitalization Approach – I
- General Appraiser Income Capitalization Approach – II
- General Appraiser Market Analysis and Highest and Best Use
- General Appraiser Report Writing and Case Studies
- General Appraiser Sales Comparison Approach
- General Appraiser Site Valuation and Cost Approach
- Commercial Appraisal Review
- Expert Witness for Commercial Appraisers

MAI Designation:

- Quantitative Analysis
- Advanced Income Capitalization
- Advanced Concepts & Case Studies
- Advanced Market Analysis and Highest & Best Use
- Demonstration of Knowledge – Capstone Program
- General Comprehensive Examinations

LICENSES

Texas General Appraiser
1381001-G

PROFESSIONAL ASSOCIATIONS

International Right-of-Way Association



Appraiser: **Anthony William DiMare**
License #: **TX 1381001 G**

**Certified General
Real Estate Appraiser**

License Expires: **06/30/2026**

Having provided satisfactory evidence of the qualifications required by the Texas Appraiser Licensing and Certification Act, Occupations Code, Chapter 1103, authorization is granted to use this title: Certified General Real Estate Appraiser

For additional information or to file a complaint please contact TALCB at www.talcb.texas.gov.

Chelsea Buchholtz
Chelsea Buchholtz
Executive Director



This certifies that

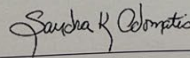
Anthony DiMare

has been admitted to membership as an

MAI Member

in the Appraisal Institute and is
entitled to all the rights and privileges of membership
subject only to the limiting conditions set forth from time to time
in the Bylaws and Regulations of the Appraisal Institute.

In Witness Whereof, the Board of Directors of the Appraisal Institute has
authorized this certificate to be signed in its behalf by the President on this **13th** day of **August 2024**.



President

MATTHEW STREY

SAN ANTONIO

100 NE Loop 410
Suite 1350
San Antonio, Texas 78216

cell 210.874.2405
ofc 210.390.0492 x 407
mstrey@lowerypa.com

APPRAISAL / REAL ESTATE EXPERIENCE

January 2022 to Present; Senior Associate at LPA – San Antonio

January 2010 to December 2021; Staff Appraiser at Eckmann & Groll, Inc.

Types of properties appraised include: right-of-way acquisitions, office, retail, industrial, restaurants, vacant land, proposed construction, special use, and other types of commercial properties.

EDUCATION

BS Agricultural Economics – Texas A&M University

MS Real Estate – Texas A&M University

Successfully completed the following courses administered by McKissock Appraisal Education:

- Appraiser's Guide to Expert Witnessing
- Business Practices and Ethics
- General Appraiser Cost Approach and Site Valuation
- 15-hour National USPAP Course

Successfully completed the following applicable courses at Texas A&M University:

- Real Estate Investment Analysis
- Real Property Analysis
- Real Property Valuation
- Commercial Real Estate Law
- Market Analysis for Real Estate Development
- Real Estate Analytics
- Land Economics
- Real Property Finance
- Analysis of Real Estate Decisions
- Real Estate Development Analysis
- Negotiating in a Competitive Market
- GIS in Landscape and Urban Planning

LICENSE

Texas General Appraiser
TX-1380434-G



Appraiser: **Matthew A Strey**
License #: **TX 1380434 G**

**Certified General
Real Estate Appraiser**

License Expires: **04/30/2027**

Having provided satisfactory evidence of the qualifications required by the Texas Appraiser Licensing and Certification Act, Occupations Code, Chapter 1103, authorization is granted to use this title:
Certified General Real Estate Appraiser

For additional information or to file a complaint please contact TALCB at www.talcb.texas.gov.

Chelsea Buchholtz
Chelsea Buchholtz
Executive Director

ALLISON JOBE

SAN ANTONIO OFFICE

100 NE Loop 410 #1350
San Antonio, TX 78216

direct 210.988.0958
allison@lowerypa.com

APPRAISAL / REAL ESTATE EXPERIENCE

February 2023 - Present; Director at LPA – San Antonio

September 2021 - January 2023; Senior Associate at LPA LPA – San Antonio

January 2020 - August 2021; Associate at LPA – San Antonio

May 2019 - December 2019; Summer Associate at LPA – San Antonio

Types of properties appraised include: office, retail, industrial, multi-family, mixed-use developments, restaurants, vacant land, special use, and other types of commercial properties.

EDUCATION

BS – Texas A&M University – Agribusiness

MS – Texas A&M University – Real Estate

Successfully completed the following courses administered by McKissock Appraisal Education:

- Basic Appraisal Principles
- Basic Appraisal Procedures
- Texas Supervisor-Trainee Course
- 15-hour National USPAP Course
- General Report Writing and Case Studies
- General Sales Comparison Approach
- General Appraiser Site Valuation and Cost Approach

Successfully completed the following applicable courses at Texas A&M University:

- Real Estate Investment Analysis
- Real Property Analysis
- Real Property Valuation
- Commercial Real Estate Law
- Market Analysis for Real Estate Development
- Real Estate Analytics
- Land Economics
- Real Property Finance
- Analysis of Real Estate Decisions
- Real Estate Development Analysis
- Negotiating in a Competitive Market
- GIS in Landscape and Urban Planning

LICENSE

Texas Certified General Appraiser
TX 1381130-G



Appraiser: **Allison Kay Jobe**
License #: **TX 1381130 G**

**Certified General
Real Estate Appraiser**

License Expires: **09/30/2025**

Having provided satisfactory evidence of the qualifications required by the Texas Appraiser Licensing and Certification Act, Occupations Code, Chapter 1103, authorization is granted to use this title: Certified General Real Estate Appraiser

For additional information or to file a complaint please contact TALCB at www.talcb.texas.gov.

Chelsea Buchholz
Chelsea Buchholz
Commissioner

5. References and Projects

References Form

Please list at minimum five (5) local governmental entities where similar scope of services were provided.

THIS FORM MUST BE RETURNED WITH YOUR OFFER.

REFERENCE ONE

Government/Company Name: TxDOT-Laredo

Address: 1817 Bob Bullock Loop Laredo, TX 78043

Contact Person and Title: Gustavo Elizondo, Right of Way Project Manager

Phone: 956-712-7462 Fax: _____

Email Address: gustavo.elizondo@txdot.gov Contract Period: 2017-current

Description of Goods / Services Provided: _____

Provided appraisal, appraisal review, and expert witness testimony services for ROW acquisitions on an on-call basis.

REFERENCE TWO

Government/Company Name: Laredo International Airport

Address: 5210 Bob Bullock Loop Laredo, TX 78041

Contact Person and Title: Victoria Dominguez, MPA, CM, Regulatory Compliance Manager

Phone: 956-795-2000 x2830 Fax: _____

Email Address: odominguez@ci.laredo.tx.us Contract Period: 2022-current

Description of Goods / Services Provided: _____

Provided appraisal, appraisal review, and expert witness testimony services for ROW acquisitions on an on-call basis.

REFERENCE THREE

Government/Company Name: City of Seguin

Address: 205 North River Street Seguin TX 78155

Contact Person and Title: Connie Real, PMP, SR/WA, Real Estate Manager

Phone: 830-401-2447 Fax: _____

Email Address: Creal@seguintexas.gov Contract Period: 2020-current

Description of Goods / Services Provided: _____

Provided appraisal, appraisal review, and expert witness testimony services for ROW acquisitions on an
on-call basis.

REFERENCE Four

Government/Company Name: City of New Braunfels

Address: 424 S Castell Avenue New Braunfels TX 78130

Contact Person and Title: Matthew Eckmann, SR/WA, Assistant Director-Public Works

Phone: 830-221-4089 Fax: _____

Email Address: MEckmann@newbraunfels.gov Contract Period: 2018-current

Description of Goods / Services Provided: _____

Provided appraisal, appraisal review, and expert witness testimony services for ROW acquisitions on an
on-call basis.

REFERENCE Five

Government/Company Name: Bexar County

Address: 1948 Probandt Street San Antonio TX 78214

Contact Person and Title: Joe Newton, Asset Manager, Asset Management Division

Phone: 210-335-6709 Fax: _____

Email Address: jnewton@bexar.org Contract Period: 2020-current

Description of Goods / Services Provided: _____

Provided appraisal, appraisal review, and expert witness testimony services for ROW acquisitions on an
on-call basis.

- **Additional pages are permitted if more space is required**

Space intentionally left Blank

6. Other Information

**THIS FORM MUST BE INCLUDED WITH RFQ PACKAGE; PLEASE CHECK OFF EACH
ITEM INCLUDED WITH RFQ PACKAGE AND SIGN BELOW TO COMPLETE
SUBMITTAL OF EACH REQUIRED ITEM.**

RFQ 2025-016 "Real Estate Appraisal Services"

☒ Statement of Qualifications

☒ References Form

☒ Conflict of Interest Form (CIQ)

☒ Certification regarding Debarment (Form H2048)

☒ Certification regarding Federal lobbying (Form 2049)

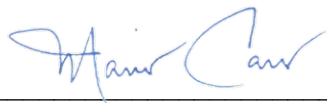
☒ Code of Ethics Affidavit

☒ House Bill 89 Form

☒ Senate Bill 252 Form

☒ Proof of No Delinquent Tax Owed to Webb County

☒ Proof of License from the Texas Appraiser Licensing and Certification Board (TALCB)



Signature of Person Completing this Package

8/25/2025

Date



Proposer Information

Name of Company: Lowery Property Advisors

Address: 105 Decker Court, Ste 1000

City and State Irving, TX

Phone: 214-300-8466

Email Address: mark@lowerypa.com

Signature of Person Authorized to Sign:

A handwritten signature in blue ink, appearing to read "Mark Lowery", is written over a horizontal line.

Signature

Mark Lowery

Print Name

CEO

Title

Indicate status as to "Partnership", "Corporation", "Land Owner", etc.

Corporation

08/15/2025

(Date)

Note:

All submissions relative to these RFQ shall become the property of Webb County and are nonreturnable.

If any further information is required, please call the Webb County Contract Administrator, Juan Guerrero, at (956)523-4125.

References Form

Please list at minimum five (5) local governmental entities where similar scope of services were provided.

THIS FORM MUST BE RETURNED WITH YOUR OFFER.

REFERENCE ONE

Government/Company Name: TxDOT-Laredo

Address: 1817 Bob Bullock Loop Laredo, TX 78043

Contact Person and Title: Gustavo Elizondo, Right of Way Project Manager

Phone: 956-712-7462 Fax: _____

Email Address: gustavo.elizondo@txdot.gov Contract Period: 2017-current

Description of Goods / Services Provided: _____

Provided appraisal, appraisal review, and expert witness testimony services for ROW acquisitions on an
on-call basis.

REFERENCE TWO

Government/Company Name: Laredo International Airport

Address: 5210 Bob Bullock Loop Laredo, TX 78041

Contact Person and Title: Victoria Dominguez, MPA, CM, Regulatory Compliance Manager

Phone: 956-795-2000 x2830 Fax: _____

Email Address: odominguez@ci.laredo.tx.us Contract Period: 2022-current

Description of Goods / Services Provided: _____

Provided appraisal, appraisal review, and expert witness testimony services for ROW acquisitions on an
on-call basis.

REFERENCE THREE

Government/Company Name: City of Seguin

Address: 205 North River Street Seguin TX 78155

Contact Person and Title: Connie Real, PMP, SR/WA, Real Estate Manager

Phone: 830-401-2447

Fax: _____

Email Address: Creal@seguintexas.gov

Contract Period: 2020-current

Description of Goods / Services Provided: _____

Provided appraisal, appraisal review, and expert witness testimony services for ROW acquisitions on an

on-call basis.

REFERENCE Four

Government/Company Name: City of New Braunfels

Address: 424 S Castell Avenue New Braunfels TX 78130

Contact Person and Title: Matthew Eckmann, SR/WA, Assistant Director-Public Works

Phone: 830-221-4089

Fax: _____

Email Address: MEckmann@newbraunfels.gov

Contract Period: 2018-current

Description of Goods / Services Provided: _____

Provided appraisal, appraisal review, and expert witness testimony services for ROW acquisitions on an

on-call basis.

REFERENCE Five

Government/Company Name: Bexar County

Address: 1948 Probandt Street San Antonio TX 78214

Contact Person and Title: Joe Newton, Asset Manager, Asset Management Division

Phone: 210-335-6709

Fax: _____

Email Address: jnewton@bexar.org

Contract Period: 2020-current

Description of Goods / Services Provided: _____

Provided appraisal, appraisal review, and expert witness testimony services for ROW acquisitions on an
on-call basis.

- ****Additional pages are permitted if more space is required****

Space intentionally left Blank

CONFLICT OF INTEREST QUESTIONNAIRE

For vendor doing business with local governmental entity

FORM CIQ

This questionnaire reflects changes made to the law by H.B. 23, 84th Leg., Regular Session.

This questionnaire is being filed in accordance with Chapter 176, Local Government Code, by a vendor who has a business relationship as defined by Section 176.001(1-a) with a local governmental entity and the vendor meets requirements under Section 176.006(a).

By law this questionnaire must be filed with the records administrator of the local governmental entity not later than the 7th business day after the date the vendor becomes aware of facts that require the statement to be filed. See Section 176.006(a-1), Local Government Code.

A vendor commits an offense if the vendor knowingly violates Section 176.006, Local Government Code. An offense under this section is a misdemeanor.

OFFICE USE ONLY

Date Received

1 Name of vendor who has a business relationship with local governmental entity.

Lowery Property Advisors

2 ☐ Check this box if you are filing an update to a previously filed questionnaire. (The law requires that you file an updated completed questionnaire with the appropriate filing authority not later than the 7th business day after the date on which you became aware that the originally filed questionnaire was incomplete or inaccurate.)

3 Name of local government officer about whom the information is being disclosed.

N/A

Name of Officer

4 Describe each employment or other business relationship with the local government officer, or a family member of the officer, as described by Section 176.003(a)(2)(A). Also describe any family relationship with the local government officer. Complete subparts A and B for each employment or business relationship described. Attach additional pages to this Form CIQ as necessary.

A. Is the local government officer or a family member of the officer receiving or likely to receive taxable income, other than investment income, from the vendor?

☐

Yes

☒

No

B. Is the vendor receiving or likely to receive taxable income, other than investment income, from or at the direction of the local government officer or a family member of the officer AND the taxable income is not received from the local governmental entity?

☐

Yes

☒

No

5 Describe each employment or business relationship that the vendor named in Section 1 maintains with a corporation or other business entity with respect to which the local government officer serves as an officer or director, or holds an ownership interest of one percent or more.

6 ☐ Check this box if the vendor has given the local government officer or a family member of the officer one or more gifts as described in Section 176.003(a)(2)(B), excluding gifts described in Section 176.003(a-1).

7

Signature of vendor doing business with the governmental entity

08/15/2025

Date

CONFLICT OF INTEREST QUESTIONNAIRE

For vendor doing business with local governmental entity

A complete copy of Chapter 176 of the Local Government Code may be found at <http://www.statutes.legis.state.tx.us/Docs/LG/htm/LG.176.htm>. For easy reference, below are some of the sections cited on this form.

Local Government Code § 176.001(1-a): "Business relationship" means a connection between two or more parties based on commercial activity of one of the parties. The term does not include a connection based on:

- (A) a transaction that is subject to rate or fee regulation by a federal, state, or local governmental entity or an agency of a federal, state, or local governmental entity;
- (B) a transaction conducted at a price and subject to terms available to the public; or
- (C) a purchase or lease of goods or services from a person that is chartered by a state or federal agency and that is subject to regular examination by, and reporting to, that agency.

Local Government Code § 176.003(a)(2)(A) and (B):

- (a) A local government officer shall file a conflicts disclosure statement with respect to a vendor if:

- (2) the vendor:

(A) has an employment or other business relationship with the local government officer or a family member of the officer that results in the officer or family member receiving taxable income, other than investment income, that exceeds \$2,500 during the 12-month period preceding the date that the officer becomes aware that

- (i) a contract between the local governmental entity and vendor has been executed; or

- (ii) the local governmental entity is considering entering into a contract with the vendor;

(B) has given to the local government officer or a family member of the officer one or more gifts that have an aggregate value of more than \$100 in the 12-month period preceding the date the officer becomes aware that:

- (i) a contract between the local governmental entity and vendor has been executed; or
- (ii) the local governmental entity is considering entering into a contract with the vendor.

Local Government Code § 176.006(a) and (a-1)

- (a) A vendor shall file a completed conflict of interest questionnaire if the vendor has a business relationship with a local governmental entity and:

(1) has an employment or other business relationship with a local government officer of that local governmental entity, or a family member of the officer, described by Section 176.003(a)(2)(A);

(2) has given a local government officer of that local governmental entity, or a family member of the officer, one or more gifts with the aggregate value specified by Section 176.003(a)(2)(B), excluding any gift described by Section 176.003(a-1); or

(3) has a family relationship with a local government officer of that local governmental entity.

- (a-1) The completed conflict of interest questionnaire must be filed with the appropriate records administrator not later than the seventh business day after the later of:

- (1) the date that the vendor:

(A) begins discussions or negotiations to enter into a contract with the local governmental entity; or

(B) submits to the local governmental entity an application, response to a request for proposals or bids, correspondence, or another writing related to a potential contract with the local governmental entity; or

- (2) the date the vendor becomes aware:

(A) of an employment or other business relationship with a local government officer, or a family member of the officer, described by Subsection (a);

(B) that the vendor has given one or more gifts described by Subsection (a); or

(C) of a family relationship with a local government officer.

CERTIFICATION
REGARDING DEBARMENT, SUSPENSION, INELIGIBILITY AND VOLUNTARY
EXCLUSION FOR COVERED CONTRACTS

PART A.

Federal Executive Orders 12549 and 12689 require the Texas Department of Agriculture (TDA) to screen each covered potential contractor to determine whether each has a right to obtain a contract in accordance with federal regulations on debarment, suspension, ineligibility, and voluntary exclusion. Each covered contractor must also screen each of its covered subcontractors.

In this certification "contractor" refers to both contractor and subcontractor; "contract" refers to both contract and subcontract.

By signing and submitting this certification the potential contractor accepts the following terms:

1. The certification herein below is a material representation of fact upon which reliance was placed when this contract was entered into. If it is later determined that the potential contractor knowingly rendered an erroneous certification, in addition to other remedies available to the federal government, the Department of Health and Human Services, United States Department of Agriculture or other federal department or agency, or the TDA may pursue available remedies, including suspension and/or debarment.
2. The potential contractor will provide immediate written notice to the person to which this certification is submitted if at any time the potential contractor learns that the certification was erroneous when submitted or has become erroneous by reason of changed circumstances.
3. The words "covered contract", "debarred", "suspended", "ineligible", "participant", "person", "principal", "proposal", and "voluntarily excluded", as used in this certification have meanings based upon materials in the Definitions and Coverage sections of federal rules implementing Executive Order 12549. Usage is as defined in the attachment.
4. The potential contractor agrees by submitting this certification that, should the proposed covered contract be entered into, it will not knowingly enter into any subcontract with a person who is debarred, suspended, declared ineligible, or voluntarily excluded from participation in this covered transaction, unless authorized by the Department of Health and Human Services, United States Department of Agriculture or other federal department or agency, and/or the TDA, as applicable.

Do you have or do you anticipate having subcontractors under this proposed contract?

☐ Yes

☒ No

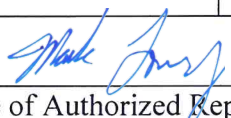
5. The potential contractor further agrees by submitting this certification that it will include this certification titled "Certification Regarding Debarment, Suspension, Ineligibility, and Voluntary Exclusion for Covered Contracts" without modification, in all covered subcontracts and in solicitations for all covered subcontracts.
6. A contractor may rely upon a certification of a potential subcontractor that it is not debarred, suspended, ineligible, or voluntarily excluded from the covered contract, unless it knows that the certification is erroneous. A contractor must, at a minimum, obtain certifications from its covered subcontractors upon each subcontract's initiation and upon each renewal.
7. Nothing contained in all the foregoing will be construed to require establishment of a system of records in order to render in good faith the certification required by this certification document. The knowledge and information of a contractor is not required to exceed that which is normally possessed by a prudent person in the ordinary course of business dealings.
8. Except for contracts authorized under paragraph 4 of these terms, if a contractor in a covered contract knowingly enters into a covered subcontract with a person who is suspended, debarred, ineligible, or voluntarily excluded from participation in this transaction, in addition to other remedies available to the federal government, Department of Health and Human Services, United States Department of Agriculture, or other federal department or agency, as applicable, and/or the TDA may pursue available remedies, including suspension and/or debarment.

PART B. CERTIFICATION REGARDING DEBARMENT, SUSPENSION, INELIGIBILITY AND VOLUNTARY EXCLUSION FOR COVERED CONTRACTS

Indicate in the appropriate box which statement applies to the covered potential contractor:

- ☒ The potential contractor certifies, by submission of this certification, that neither it nor its principals is presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this contract by any federal department or agency or by the State of Texas.
- ☐ The potential contractor is unable to certify to one or more of the terms in this certification. In this instance, the potential contractor must attach an explanation for each of the above terms to which he is unable to make certification. Attach the explanation(s) to this certification.

Name of Contractor	Vendor ID No. or Social Security No.	Program No.
Lowery Property Advisors	27-3248066	



Signature of Authorized Representative

08/15/2025

Date

Mark Lowery, CEO

Printed/Typed Name and Title of
Authorized Representative

CERTIFICATION REGARDING FEDERAL LOBBYING
(Certification for Contracts, Grants, Loans, and Cooperative Agreements)

PART A. PREAMBLE

Federal legislation, Section 319 of Public Law 101-121 generally prohibits entities from using federally appropriated funds to lobby the executive or legislative branches of the federal government. Section 319 specifically requires disclosure of certain lobbying activities. A federal government-wide rule, "New Restrictions on Lobbying", published in the Federal Register, February 26, 1990, requires certification and disclosure in specific instances.

PART B. CERTIFICATION

This certification applies only to the instant federal action for which the certification is being obtained and is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$100,000 for each such failure.

The undersigned certifies, to the best of his or her knowledge and belief, that:

1. No federally appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a member of Congress, an officer or employee of Congress, or an employee of a member of Congress in connection with the awarding of any federal contract, the making of any federal grant, the making of any federal loan, the entering into of any cooperative agreement, or the extension, continuation, renewal, amendment, or modification of any federal contract, grant, loan, or cooperative agreement.
2. If any funds other than federally appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a member of Congress, an officer or employee of Congress, or an employee of a member of Congress in connection with these federally funded contract, subcontract, subgrant, or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying", in accordance with its instructions. (If needed, contact the Texas Department of Agriculture to obtain a copy of Standard Form-LLL.)

3. The undersigned shall require that the language of this certification be included in the award documents for all covered subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all covered subrecipients will certify and disclose accordingly.

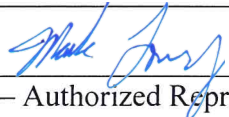
Do you have or do you anticipate having covered subawards under this transaction?

☐ Yes

☒ No

Name of Contractor/Potential Contractor	Vendor ID No. or Social Security No.	Program No.
Lowery Property Advisors	27-3248066	

Name of Authorized Representative	Title
Mark Lowery	CEO



Signature – Authorized Representative

08/15/2025

Date

PROOF OF NO DELINQUENT TAXES OWED TO WEBB COUNTY

Name Mark Lowery owes no delinquent property taxes to Webb County.

Lowery Property Advisors owes no property taxes as a business in Webb County.
(Business Name)

Mark Lowery owes no property taxes as a resident of Webb County.
(Business Owner)

Ashley Travis
Person who can attest to the above information

*** SIGNED NOTORIZED DOCUMENT AND PROOF OF NO DELINQUENT TAXES TO WEBB COUNTY.**

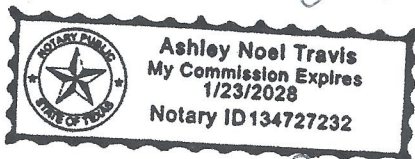
The State of Texas

County of Webb

Before me, a Notary Public, on this day personally appeared MARK LOWERY know to me (or proved to me on the oath of _____) to be the person whose name is subscribed to the forgoing instrument and acknowledged to me that he executed the same for the purpose and consideration therein expressed.

Given under my hand and seal of office this 25 day of AUGUST 2025

Notary Public, State of Texas Ashley Travis



Ashley Travis

(Print name of Notary Public here)

My commission expires the 25 day of JANUARY 2028

Offeror: Complete & Return this Form with Response Submission.

House Bill 89 Verification

I, Mark Lowery, the undersigned representative of (company or business name) Lowery Property Advisors (heretofore referred to as company) being an adult over the age of eighteen (18) years of age, after being duly sworn by the undersigned notary, do hereby depose and verify under oath that the company named above, under the provisions of Subtitle F, Title 10, Government Code Chapter 2270:

1. Does not boycott Israel currently; and
2. Will not boycott Israel during the term of the contract.

Pursuant to Section 2270.001, Texas Government Code:

1. "Boycott Israel" means refusing to deal with, terminating business activities with, or otherwise taking any action that is intended to penalize, inflict economic harm on, or limit commercial relations specifically with Israel, or with a person or entity doing business in Israel or in an Israeli-controlled territory, but does not include an action made ordinary business purposes; and

2. "Company" means a for-profit sole proprietorship, organization, association, corporation, partnership, joint venture, limited partnership, limited liability partnership, or an limited liability company, including a wholly owned subsidiary, majority-owned subsidiary, parent company or affiliate of those entities or business association that exist to make a profit.


Signature of Company Representative

08/15/2025
Date

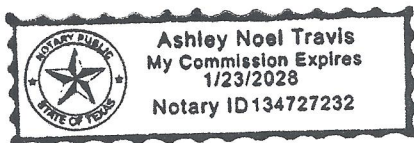
On this 25 day of August, 2025, personally appeared

Mark Lowery, the above named person, who after by me being duly sworn, did swear and confirm that the above is true and correct.

Notary Seal


Notary Signature

8/25/2025
Date



Offeror: Complete & Return this Form with Response Submission.
Senate Bill 252 Certification

SB 252 CHAPTER 2252 CERTIFICATION I, Mark Lowery, the undersigned representative of Lowery Property Advisors (Company or business name) being an adult over the age of eighteen (18) years of age, pursuant to Texas Government Code, Chapter 2252, Section 2252.152 and Section 2252.153, certify that the company named above is not listed on the website of the Comptroller of the State of Texas concerning the listing of companies that are identified under Section 806.051, Section 807.051 or Section 2253.153. I further certify that should the above-named company enter into a contract that is on said listing of companies on the website of the Comptroller of the State of Texas which do business with Iran, Sudan or any Foreign Terrorist Organization, I will immediately notify Mr. Jose Angel Lopez III, Webb County Purchasing Agent at (956) 523-4125 or via email at joel@webbcountytx.gov

Mark Lowery Name of Company Representative (Print)



Signature of Company Representative

08/15/2025 Date

**WEBB COUNTY PURCHASING DEPT.
QUALIFIED PARTICIPATING VENDOR CODE OF ETHICS
AFFIDAVIT FORM**

STATE OF TEXAS *

KNOW ALL MEN BY THESE PRESENTS:

COUNTY OF WEBB *

BEFORE ME the undersigned Notary Public, appeared Mark Lowery, the herein-named "Affiant", who is a resident of Dallas County, State of Texas, and upon his/her respective oath, either individually and/or behalf of their respective company/entity, do hereby state that I have personal knowledge of the following facts, statements, matters, and/or other matters set forth herein are true and correct to the best of my knowledge.

I personally, and/or in my respective authority/capacity on behalf of my company/entity do hereby confirm that I have reviewed and agree to fully comply with all the terms, duties, ethical policy obligations and/or conditions as required to be a qualified participating vendor with Webb County, Texas as set forth in the Webb County Purchasing Code of Ethics Policy posted at the following address: <http://www.webbcountytexas.gov/PurchasingAgent/PurchasingEthicsPolicy.pdf>

I personally, and/or in my respective authority/capacity on behalf of my company/entity do hereby further acknowledge, agree and understand that as a participating vendor with Webb County, Texas on any active solicitation/proposal/qualification that I and/or my company/entity failure to comply with the Code of Ethics policy may result in my and/or my company/entity disqualification, debarment or make void my contract awarded to me, my company/entity by Webb County. I agree to communicate with the Purchasing Agent or his designees should I have questions or concerns regarding this policy to ensure full compliance by contacting the Webb County Purchasing Dept. via telephone at (956) 523-4125 or e-mail to the Webb County Purchasing Agent to joel@webbcountytexas.gov.

Executed and dated this 25 day of August, 2025.


Signature of Affiant

Mark Lowery
Printed Name of Affiant/Company/Entity

SWORN to and subscribed before me, this 25 day August, 2025


NOTARY PUBLIC, STATE OF TEXAS

