

HEADQUARTERS WEST, LTD.

RURAL REAL ESTATE BROKERAGE & APPRAISALS
SCOTTSDALE ★ TUCSON ★ SONOITA ★ COTTONWOOD ★ ST. JOHNS

P.O. Box 1840 Cottonwood, AZ 86326 – office: (928) 634-8110 email: paul@headquarterswest.com

PROFESSIONAL QUALIFICATIONS OF PAUL A. GROSETA

About:

Paul Groseta has a passion for land in the fields of Real Estate Brokerage, Appraisals and Management specializing in agricultural, recreational, rural and transitional land. Being a 4th generation rancher raised in the Verde Valley of central Arizona he has an acute knowledge and understanding of issues ranch and land owners are facing from water rights to urban encroachment. Paul and his wife have four children and together they enjoy spending time attending their kids sporting activities and recreating on the Verde River.



Work Experience:

Groseta Ranches, LLC - family agricultural operation, 1995 to Present.
Headquarters West, Ltd. - Appraiser Trainee, January 2005 to September 2008.
Headquarters West, Ltd. - Arizona Real Estate Salesman, December 2005 to Present.
Headquarters West, Ltd. - Arizona Certified General Appraiser, September 2008 to Present.

Formal Education:

Bachelor of Science Degree, Major in Agriculture Economics and Management, 2004
University of Arizona, Tucson, Arizona.

Licenses:

Arizona Real Estate Salesman, License No. SA570560000, valid thru 12/31/2019.
Arizona Certified General Real Estate Appraiser, License No. 31675, valid thru 9/30/2018.

Appraisal Education:

2018-19 USPAP update, 2/2018 ASFMRA
Eminent Domain and Condemnation (online), 8/2016 Appraisal Institute
2016-17 USPAP update, 6/2016 AZSREB
2014-15 USPAP update, 9/2014 AZSREB
Requirements of UASFLA – The “Yellow Book”, 9/2012, ASFMRA
Subdivision Valuation (online), 7/2012, Appraisal Institute
2012-13 USPAP update, 4/2012, Appraisal Institute
Valuation of Conservation Easements & Other Partial Interests in Real Estate, 8/2010, ASFMRA
2010-11 USPAP update, 6/2010, Appraisal Institute
15 Hour USPAP, 6/2007, AZSREB
A-30 Advanced Rural Appraisal, 6/2007, ASFMRA
A-270 Income Capitalization-Unleveraged, 4/2007, ASFMRA
A-29 Highest and Best Use, 7/2006, ASFMRA
A-25 Eminent Domain, 7/2006, ASFMRA
A-20 Principles of Rural Appraisal, 2/2006, ASFMRA
A-10 Fundamentals of Rural Appraisal, 3/2005, ASFMRA

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Partial List of Appraisal Clients:

United States Forest Service; USDA Farm Service Agency; Arizona Department of Transportation; Pima County; Pinal County; Central Arizona Water Conservation District (CAP); Havasupai Tribe; Farm Credit Bank of Texas; Farm Credit Services Southwest; Northern Trust Company; UMB Bank, N.A.; BMO Harris Bank N.A.; Aspey, Watkins & Diesel, PLLC; Quarles & Brady LLP; Snell & Wilmer LLP; Western Land Group, Inc.; Western Rivers Conservancy; Steele Foundation, Inc.; Freeport-McMoRan, Inc.; Drake Cement, LLC; Tiffany Construction Company, Inc.

Property Types Appraised:

Irrigated crop farms, cattle ranches, dairies, transitional urban and rural land, commercial land, recreational lands, conservation easement encumbered lands, ASLD agricultural leaseholds, ASLD, BLM and USFS grazing leaseholds, rural residences, water rights, vineyards.

Appraisal Services Conducted in:

Arizona, New Mexico and California.

Brokerage – Current Listings:

["The Confluence"](#) 61.2 acres at "The Confluence" of Beaver Creek and the Verde River.

[The Dos S](#), a 23 acre inholding in the Tonto National Forest outside of Fountain Hills.

[87 acres](#) of mixed use land Camp Verde, at the I-17 & Hwy 260 interchange.

[Rio Verde Ranch](#) 83.93 acres on the Upper Verde River.

[Howard Mesa Ranch](#) a 850 head ranch in gramma grass country north of Williams.

[Cherry Springs Ranch](#) 52 acres with a spring, irrigated land, cabin and guest home in Cherry.

[Hackberry Patented Mining Claim](#) 19.83 acres surrounded by Prescott National Forest by Mayer.

Brokerage – Select Past Sales:

2010 – Seller's broker - Willow Springs Ranch, highly improved gentleman's ranch in Mohave County.

2013 – Buyer's broker - Red Rock Creek, 10 custom home lots with a historic home in downtown Sedona.

2014 – Seller & buyer's broker - 3.89 acres of commercial land in Camp Verde.

2015 – Seller's broker - Music Mountain Ranch, 242 head cattle ranch north of Kingman.

2015 – Seller & buyer's broker - 4.45 acres of commercial land in Camp Verde.

2015 – Seller's broker - 37.66 acre commercial zoned site in Camp Verde.

2015 – Seller's broker - Cross F & Diamond Ranches, 275 head cattle ranch between Mesa & Payson.

2016 – Buyer's broker - Hassayampa River Ranch, highly improved gentleman's ranch by Wickenburg.

2017 – Seller's broker – Circle Bar Ranch, 525 head cattle ranch between Mesa & Payson.

2017 – Seller's co-broker – Wildhorse Basin Ranch, Yavapai Co., 160 acres with a 104 head state lease.

2017 – Seller's broker – FX Ranch 20 miles from Prescott, a gentleman's ranch on the Agua Fria River.

2018 – Seller & buyer's broker – Trout Creek Ranch, Mohave Co., historic water rights and irrigated land.