

# QUALIFICATIONS

## ROBERT O. HARTMAN, MAI

*Real Estate Valuation Consultant*

### PROFESSIONAL AFFILIATIONS AND LICENSES

**MAI Member, Appraisal Institute**

**Certified General Appraiser**

DC License No. GA 10629

MD License No. 10594

VA License No. 4001-4759

NJ License No. RG00189100 (Inactive)

### PROFESSIONAL EDUCATION AND TRAINING

**Bachelor of Arts, Economics** - University of Maryland, College Park, Maryland

#### **Appraisal Courses**

Standards of Professional Appraisal Practice; Parts A & B; Part C  
15-Hour National USPAP

Condemnation Appraising: Basic Principles & Applications

Advanced Capitalization Theory and Techniques, II

Basic Capitalization Theory and Techniques, I

Case Studies in Real Estate

Report Writing and Valuation Analysis

Valuation Procedures

Principles of Real Estate Appraising

#### **Appraisal Seminars**

Highest & Best Use Concepts

Skills of Expert Testimony

Case Studies for Eminent Domain

Disassembling Assemblage

Construction Details & Trends

Virginia Real Estate Laws/Regulations

Subdivision Analysis

Historic Sites in Mt. Vernon, Virginia

Technology Effects Upon the Appraisal Industry

Data Confirmation and Verification Methods

Valuation of Assisted Living and Skilled Nursing Facilities

Valuation of Billboards; State of NJ Association of Assessors

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## EXPERIENCE

**Sell & Associates, Inc.** - Commercial, industrial, and residential appraisals, market analysis and feasibility studies, highest and best use deliberation, cost, lease and sales analyses; direct and yield capitalization methodologies, sensitivity analysis and internal rate of return (IRR) yield modeling.

**Hartman Consulting** - Independent fee real estate valuation consulting service inclusive of commercial, industrial, and residential appraisals, market analysis and feasibility studies, highest and best use deliberation, cost, lease and sales analyses; direct and yield capitalization methodologies, sensitivity analysis and internal rate of return (IRR) yield modeling.

**HealthCare Financial Partners REIT** - Investment Officer; Medical Office Buildings. Management team member of a private real estate investment trust within a publicly traded company specialized in the financing of acquisition and development of healthcare properties. Provided due diligence, database planning and administration, asset/portfolio management.

**Signet Bank Corporation** - Assistant Vice President, Credit Risk Management Group. Review appraiser, market analyst, and advisor on matters concerning the underwriting of real property as collateral lending; engaged independent real estate appraisal firms; provided mediation regarding professional services performed for Signet Bank Corporation.

## REPRESENTATIVE CLIENTS

Institutional and Private Lenders  
Real Estate Investment Trusts  
Attorneys  
City Governments  
State and County Departments of Transportation  
Developers/Investors

## REPRESENTATIVE ASSIGNMENTS

Office and medical office buildings, retail centers, apartments, hotels/motels, industrial and flex facilities, land acquisition and development, residential and commercial subdivisions, mixed-use projects, easement rights, condemnations, assisted living facilities, churches, golf courses and country clubs, marinas, gasoline service stations, automobile dealerships

## PROFESSIONAL BACKGROUND

Defense Analyst/Consultant  
LCdr., USNR (Active 1979-1991)