

W. GREG ROTHMAN, MAI, CPE, CCIM

EXPERIENCE:

October 2001 to Present: President/CEO, RSR REALTORS®

February 1999 to Present: Partner, Rothman Schubert & Reed, REALTORS®

December 1995 to Present: Certified General Appraiser, *RSR Appraisers & Analysts*

June 1994 to October 2001: Associate Broker, Rothman Schubert & Reed, REALTORS®

July 1992 to December 1995: Assistant Appraiser, *RSR Appraisers & Analysts*

June 1989 to June 1994: Sales Associate, Rothman Schubert & Reed, REALTORS®

EDUCATION:

Cumberland Valley High School, June 1985

University of Massachusetts/ Amherst, Bachelors of Science, May 1989

Johns Hopkins University, Baltimore, MD, Masters of Science in Real Estate, May 2005

Appraisal Institute Coursework:

- AI 110, Principles of Real Estate Appraisal: Fall 1992
- AI 410, Standards of Professional Practice (A): Winter 1993, Fall 1999
- AI 120, Procedures of Real Estate Appraisal: Spring 1993
- AI 420, Standards of Professional Practice (B): Spring 1993, Fall 1999
- AI 310, Basic Income Capitalization: Fall 1995
- AI 649, Litigation Skills for the Appraiser: Fall 1998
- AI 320, Market Analysis for Commercial Real Estate: Fall 1998
- AI 540, Report Writings & Valuation Analysis: Fall 1999
- AI 510, Advanced Income Capitalization: Winter 2000
- AI 410, Uniform Standards of Professional Appraisal Practice: Spring 2009

Commercial Investment Real Estate Institute Coursework:

- CI 401, Commercial Investment Real Estate Analysis: Fall 1996
- CI 101, Financial Analysis for Commercial Real Estate: February 1997
- CI 407, Advanced Techniques in Leasing & Marketing: April 1997
- CI 301, Decision Analysis for Commercial Real Estate: September 1997
- CI 201, Market Analysis for Commercial Real Estate: October 1997

Johns Hopkins University Coursework:

- 767.710, Real Estate Technology: Fall 2002
- 767.700, Real Estate Enterprise: Fall 2002
- 767.760, Urban Economics: Spring 2003
- 767.776, Real Estate Finance: Spring 2003
- 767.716, Real Estate Regulation: Summer 2003
- 767.746, Building and Site Design: Summer 2003
- 767.730, Market and Feasibility Analysis: Fall 2003
- 767.715, Real Estate Law: Fall 2003
- 767.795, Real Estate Construction: Spring 2004
- 767.777, Real Estate Investment: Spring 2004

767.780, Real Estate Research: Spring 2004
767.685, Real Estate Valuation: Fall 2004
767.785, Valuation and Analysis: Spring 2005

Additional Real Estate Coursework:

Fundamentals of Real Estate: Institute of Real Estate Studies, January 1986
Land Use & Growth Management: Penn State University, Fall 1991
Real Estate Finance: Hbg. Area Community College, Winter 1992
Appraisal of Residential Property: Institute of Real Estate Studies, Fall 1992
Real Estate Law: Institute of Real Estate Studies, Fall 1992
Real Estate Brokerage: Institute of Real Estate Studies, Spring 1993
Fair Housing Law: Institute of Real Estate Studies, Winter 1993
Evaluating Income Producing Property: DPS School, Spring 1994
2006 National USPAP Update: McKissock Real Estate & Appraisal School, Spring 2007
Appraisal Trends: McKissock Real Estate & Appraisal School, Spring 2007
Pennsylvania State Mandated Law: McKissock Real Estate & Appraisal School, Spring 2007
Technology for Today's Appraiser: McKissock Real Estate & Appraisal School, Spring 2007
The Art of Residential Appraisal Review: McKissock Real Estate & Appraisal School, Spr.2007
2008 National USPAP Update (7 hour): Appraisal Institute, 2008
Loss Prevention: Appraisal Institute, April 2009
Apartment Appraisal Concepts & Applications: Appraisal Institute, May 2009
Pennsylvania Tax Assessment Law: Appraisal Institute, June 2010.
Hotel Appraisal – New Techniques for Today's Uncertain Times: Appraisal Institute, July 2010.

MILITARY EXPERIENCE:

United States Marine Corps Reserve: 1991 to 2001, Honorable Discharge, rank of Staff Sergeant. Fire Direction Center, Assistant Ops Chief, Forward Observer, Liaison Chief. Awards: National Service Medal, Selected Marine Reserve Medal, Arctic Service Ribbon.

AFFILIATIONS:

The Appraisal Institute: Member, Appraisal Institute (MAI)
Central Pennsylvania Chapter of the Appraisal Institute, President
Maryland Chapter of the Appraisal Institute
Royal Institute of Chartered Surveyors (MRICS)
Certified Commercial Investment Members (CCIM)
National Association of REALTORS®
Pennsylvania Association of REALTORS®, Past State Director
Greater Harrisburg Association of REALTORS®, Past-President

AWARDS:

Greater Harrisburg Association of REALTORS “ REALTOR OF THE YEAR ”	2008
Maryland Chapter of the Appraisal Institute Scholarship	2005
Allen L. Berman Real Estate Institute Class of 1993 Merit Award	2005
Greater Harrisburg Association of REALTORS “Top 1%”	2004 - 2008
Greater Harrisburg Association of REALTORS “Outstanding Sales Associate”	2001
PAR Gold Excellence Award	2000
Greater Harrisburg Association of REALTORS “Professional Merit Award”	1997

Greater Harrisburg Association of REALTORS	“Winner’s Circle”	1994-2008
Central Penn Business Journal	“Forty Under 40”	1998
Central Penn Business Journal	“Sales Dream Team:	1999
Rothman Schubert & Reed, REALTORS	“Agent of the Year”	1992, 1994-1998
National Multiple Sclerosis	“Leadership Award”	1997

EXPERT WITNESS & TESTIMONY:

United States Bankruptcy Court (Middle District)
 Tri-County Planning Commission
 Cumberland County Planning Commission
 Dauphin County Tax Assessment Board (Tax Appeals)
 Cumberland County Tax Assessment Board (Tax Appeals)
 Perry County Commissioners (Tax Appeals)
 Hampden Township Planning & Zoning Commissions
 New Cumberland Borough Zoning Hearing Board
 Divorce Masters Hearings (Cumberland and Dauphin Counties)

STATE LICENSES & CERTIFICATIONS:

Real Estate Broker’s License	RM-052272-A
State Certified General Appraiser	GA-001455-L
Certified Pennsylvania Evaluator	AV-002237
Licensed Real Estate Instructor	RI-002215-L

COMMUNITY INVOLVEMENT:

Commonwealth of Pennsylvania Real Estate Commission (Appointed by Governor Tom Corbett)
 National Veteran’s Business Development Corporation (Appointed by President George W. Bush)
 United States Commission of Civil Rights (Pennsylvania Advisory Committee)
 Harrisburg University of Science & Technology (Board of Trustees)
 United Way of the Capital Region (Former Board of Directors)
 Capital Region Economic Development Corporation (Former Board of Directors)
 Cumberland County Economic Development Agency (Former Board of Directors, Past Vice Chairman)
 Harrisburg Young Professionals (Founder and Past President)