

# PROFESSIONAL QUALIFICATIONS

February 2022

MICHAEL J. ROHM, MAI, CCIM, R/W-AC



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Michael J. Rohm is a graduate of Trinity High School in Camp Hill, Pennsylvania. He attended Temple University where he obtained his Bachelor of Business Administration from the Fox School of Business with respective majors in Accounting, Finance, and Real Estate. While attending Temple, he was elected President of Temple's Real Estate Organization and was hired as an Academic Advisor in the Fox School of Business.

Mr. Rohm was elected to serve on the Appraisal Institute Keystone Chapter's Board of Directors from 2020-2022. He was also elected to serve on the Greater Harrisburg Association of Realtors Commercial Council Board of Directors from 2020-2022. In 2021, he was elected to serve on the Board of Directors for the Lancaster Commercial & Industrial Council. In addition to professional boards, he sits on the Board of Managers for the Harrisburg Area East Shore YMCA as well as the Board of Directors for the Greater Harrisburg Area Habitat for Humanity. In 2020, he became an Appraisal Institute Advisor to Candidates for Designation – currently advising three (3) Candidates for MAI Designation in Pennsylvania.

Mr. Rohm is a Certified General Appraiser and Licensed Real Estate Salesperson by the Commonwealth of Pennsylvania. He has been engaged in the valuation and consultation profession since 2015 and received his MAI designation from the Appraisal Institute in 2019. In 2020, he received the Right of Way Appraisal Certification (R/W-AC) from the International Right of Way Association. In August 2020, he received the CCIM designation from the CCIM Institute (Affiliate of the National Association of REALTORS®).

Appraisal assignments have included shopping centers, warehouses, offices, apartments, medical offices, residential subdivisions, and special use property types, among others. He has also worked in eminent domain cases. Appraisal involvement has been valuation for financing, tax assessment analysis, eminent domain, estate planning, and asset management.

## **WORK EXPERIENCE:**

*Commonwealth Commercial Appraisal Group, Harrisburg, PA (2020 – Present): **President & Owner***

Owner and chief appraiser for a regional commercial appraisal company. Geographical area covered includes entire state of Pennsylvania with an emphasis in South Central PA. Appraisal involvement includes estate planning, condemnation, tax assessment analysis, financing, and acquisition/divestiture decisions.

*Arrow Land Solutions, Lancaster, PA (2020 – Present): **Certified General Appraiser***

Duties include providing valuations and fee appraisal reports for residential, agricultural, commercial and industrial properties; Preparation of appraisal problem analysis; Project site, right-of-way plan, and appraisal scope reviews; Preparation of appraisal waiver valuations for small-damage claims; Research and preparation of comprehensive market facts and data books; Facilitation of independent fee appraisal contracting and bid package preparation appraisal review services.

*Landmark Commercial Realty, Harrisburg, PA (2021 – Present): **Valuation Advisory & Senior Associate***

With over three decades of experience, Landmark knows commercial real estate. Our agents come from diverse professional and business backgrounds including civil engineering, real estate development, property management, construction management, government and public relations, international marketing, and accounting and finance. Our team of dedicated professionals will navigate you through the ups and downs, and twists and turns of commercial real estate. We provide sound, honest advice and guidance, answer your questions and always have your best interests in mind.

*Walters Appraisal Services, Inc., Harrisburg, PA (2015 – 2020): **Certified General Appraiser***

Staff appraiser for a regional commercial appraisal company. Geographical area covered includes South Central Pennsylvania. Appraisal involvement includes estate planning, condemnation, tax assessment analysis, financing, and acquisition/ divestiture decisions.

*GNC Property Management, Philadelphia, PA (2012 – 2014): **Accounting Assistant***

Assisted the accountant with all things related to the management of over 300 residential units in the Philadelphia area.

**LICENSE:** *Designated CCIM Member (CCIM), CCIM Institute*  
Member Number: 23895

*Right of Way Appraisal Certification (R/W-AC), International Right of Way Association*  
Member Number: 7960071

*Designated Member of the Appraisal Institute (MAI), Appraisal Institute*  
Member Number: 592443

*Certified General Appraiser, Commonwealth of Pennsylvania*  
License Number: GA004401

*Licensed Real Estate Salesperson, Commonwealth of Pennsylvania*  
License Number: RS333048

**EDUCATION:** **Temple University**, Bachelor of Business Administration – Accounting, Finance, Real Estate  
Real Estate-related courses:

- Seminar in Real Estate Asset Management
- Special Topics in Real Estate
- Real Estate Investment & Finance
- Discounted Cash Flow Analysis
- Federal Taxes on Income
- Real Estate Practice
- Real Estate Fundamentals
- Sustainable Design

#### **QUALIFYING & CONTINUING EDUCATION**

- Evaluating Self-Storage Investments (January 2021) – CCIM Institute
- Inconsistency in the Commercial Appraisal (December 2021) – Appraisal Institute
- Advanced Land Valuation (June 2021) – Appraisal Institute
- Marshall & Swift Commercial Cost Appraisal Certification (June 2021) – CoreLogic
- Solar Law Symposium (June 2021) – Penn State University Law School
- Impact of COVID on School Districts (May 2021) – PMPEI
- Financial Modeling for Real Estate Development (May 2021) – CCIM Institute
- Desktop Appraisals and Evaluations (March 2021) – Appraisal Institute
- Understanding an Investigation by a State Regulatory Board or Agency (March 2021) – Appraisal Institute
- Market Analysis in Volatile Markets (March 2021) – Appraisal Institute
- Managing the Subdivision Review Process (February 2021) – PMPEI
- Building a Strong Planning Commission (February 2021) – PMPEI
- Comprehensive Review (August 2020) – CCIM Institute
- Commercial Real Estate in the Time of Corona (March 2020) – Real Capital Analytics
- Legal & Risk Issues for Appraisers Stemming from COVID-19 Crisis (March 2020) – Christensen Law Firm
- COVID-19 Rapid Response and Latest Developments (March 2020) – Appraisal Institute
- CCIM 104: Investment Analysis for Commercial Investment Real Estate (February 2020) – CCIM Institute
- IRWA 431: Problems in the Valuation of Partial Acquisitions (January 2020) – International R/W Association
- IRWA 421: Valuation of Partial Acquisitions (January 2020) – International R/W Association
- IRWA 104: Standards of Practice for the R/W Professional (January 2020) – International R/W Association
- Historic American Houses (December 2019) – Greater Harrisburg Association of Realtors
- Litigation Professional Development Program (November 2019) – Appraisal Institute
- Condemnation Appraising: Principles & Applications (November 2019) – Appraisal Institute
- Agreements of Sale (October 2019) – Greater Harrisburg association of Realtors
- The Appraiser as an Expert Witness: Preparation & Testimony (October 2019) – Appraisal Institute
- CCIM 103: User Decision Analysis for Commercial Investment (August 2019) – CCIM Institute
- Interest-based Negotiations (August 2019) – CCIM Institute
- USPAP Update (June 2019) – McKissock
- Litigation Appraising: Specialized Topics & Applications (June 2019) – Appraisal Institute
- General Real Estate Module (April 2019) – Greater Harrisburg Association of Realtors
- Broker Price Opinions (March 2019) – Real Estate Education Center

- Commercial Real Estate Module (March 2019) – Greater Harrisburg Association of Realtors
- CCIM 102: Market Analysis for Commercial Real Estate (December 2018) – CCIM Institute
- CCIM 101: Financial Analysis for Commercial Real Estate (December 2018) – CCIM Institute
- Ted Whitmer Comprehensive Appraisal Workshop (October 2018)
- John Urubek Comprehensive Review of Appraisal Concepts (September 2018)
- Appraising for the AVSO and Other Federal Agencies (September 2018) – Appraisal Institute
- Advanced Concepts & Case Studies (May 2018) – Appraisal Institute
- Advanced Market Analysis and Highest & Best Use (March 2018) – Appraisal Institute
- Effect of PA Economic Trends on Highest & Best Use (January 2018) – Appraisal Institute
- General Appraiser Sales Comparison Approach (January 2018) – Appraisal Institute
- Quantitative Analysis (December 2017) – Appraisal Institute
- Advanced Income Capitalization (August 2017) – Appraisal Institute
- General Appraiser Income Approach Part II (August 2017) – Appraisal Institute
- General Appraiser Income Approach Part I (June 2017) – Appraisal Institute
- Business Practices and Ethics (April 2017) – Appraisal Institute
- USPAP Update (February 2017) – Appraisal Institute
- General Appraiser Site Valuation and Cost Approach (February 2017) – Appraisal Institute
- Real Estate Finance, Statistics and Valuation Modeling (October 2016) – Appraisal Institute
- General Appraiser Market Analysis & Highest and Best Use (March 2016) – Appraisal Institute
- Basic Appraisal Procedures (December 2015) – Appraisal Institute
- National USPAP Equivalent Course (November 2015) – Appraisal Institute
- Basic Appraisal Principles (October 2015) – Appraisal Institute

#### **SCHOLARSHIPS & AWARDS**

- CCIM 103 Course Scholarship – CCIM Institute
- AI Education Trust Course Scholarship – Appraisal Institute
- Noeline M. Fuller Scholarship – Appraisal Institute
- Dorothy Maron Accounting Scholarship – Temple University
- Gene W. Owens Accounting Scholarship – Temple University
- Stanley Merves CPA Undergraduate Scholarship – Temple University

#### **PROFESSIONAL AFFILIATIONS & ACTIVITIES**

- Vice President of Appraisal Institute Keystone Chapter
- Vice Chair for Greater Harrisburg Association of Realtors Commercial Council
- Board of Directors & Treasurer for Lancaster Co. Association of Realtors Commercial & Industrial Council
- Board of Directors & VP of Family Services for Greater Harrisburg Area Habitat for Humanity
- Board of Managers for Harrisburg Area East Shore YMCA
- Member of the Harrisburg Young Professionals Economic Development Committee
- Member of the American Planning Association Pennsylvania Chapter
- Member of the National Association of Home Builders
- Member of the Appraisal Institute
- Member of the National & PA Association of Realtors
- Member of the Certified Commercial Investment Member (CCIM) Institute
- Member of the International Right of Way Association (IRWA)
- Member of the Cumberland Area Economic Development Corporation (CAEDC)

## PARTIAL CLIENT LIST

- Actus Capital
- Adams County National Bank
- Becker Management Group
- Broadmark Realty Capital
- Brubaker Connaughton Goss & Lucarelli
- Chester Valley Engineers
- CHI St. Joseph Children's Health
- CommonSpirit Health
- Core5 Industrial Partners
- Customers Bank
- Dickinson & Gibbons, P.A.
- East Petersburg Auto Service
- Estate of John Herr
- Estate of Myron Levy
- Eastern Mennonite Missions
- F&M Trust
- Family of Christian Churches
- First Bank of Owasso
- First National Bank
- First Resource Bank
- FLSmith & Co.
- Gibbel Insurance Agency
- Gladfelter Properties, LLC
- Grace Fellowship Church
- GTB International, LP
- Innovative Capital Corporation
- Integrated Development Partners
- J&R Investments
- Kilmore Eye Associates
- Labette Bank
- Lancaster Co. Economic Development Co.
- Lancaster EMS
- Lancaster Orthopedic Group
- Lancaster YWCA
- Landmark Commercial Realty
- LINKBANK
- Lititz Orthodontics
- McNees Wallace & Nurick
- Nextier Bank
- Old Point National Bank
- Olsen's Auto Inc.
- P'Tosh Hotels
- PennDOT
- Pennian Bank
- Pennsylvania State Police
- Peoplesbank
- PPM Real Estate, Inc.
- Powder Mill Foundation
- Property Management, Inc. (PMI)
- Presence Bank (formerly Prosper Bank)
- Rhodes Development Group
- Rohrer's One Hour Heating & Air Conditioning
- Rosewein Realty
- Saxton & Stump
- Select Capital Commercial Properties
- Schwarr Concrete
- Spankey's Auto Group
- State Auto Insurance
- Susquehanna Real Estate
- Univest Bank
- UPMC Pinnacle
- Wagman Construction
- York Traditions Bank