



PROFESSIONAL QUALIFICATIONS OF DEREK A. HANLEY

Real Estate Appraiser & Consultant

BUSINESS BACKGROUND

Maine Valuation Company. (*Partner, 1998 - present*) An independent commercial real estate appraisal, review and consulting firm providing a comprehensive range of professional valuation products and services throughout Maine. Mr. Hanley provides valuations on a wide variety of commercial real estate properties and is available for expert testimony. Derek is a Partner and operates a satellite office in Cumberland, Maine.

Gosline + Company, Gardiner, Maine. (*Affiliate/ Staff Appraiser, 1993 - 1998*) Conducted independent fee appraisals of commercial, industrial and investment grade real estate for corporate and private clients, financial institutions, state government, municipal government and nonprofit organizations. Also provided field work, data collection, analysis and report writing functions in support of various valuation projects.

Julia Bell, Waltham, Massachusetts. (*Operations Manager, 1988 - 1993*) Managed all operational and administrative activities of a small family owned publishing company. Responsibilities included overseeing and/or handling import/export operation, distribution, order entry, invoicing, sales commissions, payroll/taxes, inventory control and purchasing, quality control, credit and collections, bookkeeping and customer service.

SCOPE OF EXPERIENCE

Numerous appraisal, review & consulting assignments on a variety of property types throughout Maine, including but not limited to:

- Retail Shopping Centers
- Residential Multi-Family Projects
- Mixed-Use Commercial Properties
- Office Buildings
- Industrial Properties
- Special Purpose Properties
- Automotive
- Restaurants
- Land/New Construction
- Recreational
- Partial Interests
- Institutional
- Hospitality Properties
- Residential
- Strip, Neighborhood, Community, Outlet;
- Apartment Projects – 6 to 100 Units;
- All types: All types of Mixed-Use properties;
- Medical, Professional; Branch Bank, Owner-Occupant & Investment Grade;
- Manufacturing, Warehouse, Distribution, Flex, Mills, etc;
- Self-Storage, Parking Garage, Children's Camps, Poultry Processing Plant; etc;
- Full & Limited Service Dealerships, Car Wash, Mini-Lube, C-Stores; Gas & Service;
- Independent, Chain and Franchise;
- Lots, Acreage, Subdivisions, Development Projects, Waterfront;
- Bowling Center, Campground; Golf Courses;
- Undivided partial interest in realty;
- Post Offices, College Facilities;
- Hotels, Motels, Bed & Breakfast, Inns;
- Single Family, Oceanfront, Two to Four Family.

CLIENT SERVICES & VALUATION PRODUCTS

The purpose of valuation services typically involves: purchase and sale agreements; mortgage financing; collateral evaluation; estate settlement; ad valorem taxation; mediation/arbitration; valuation of leased fee/leasehold interests; insurable value/ replacement cost studies; feasibility, marketability, and highest and best use analyses for evaluation & planning purposes. Client services and valuation products consist of *Commercial Real Estate Appraisals and Reports*; due diligence/research studies; and private consultation. Computer literacy in ARGUS, Word, Excel, enhances the analytical and reporting service to clients. Professional service has been provided to numerous financial institutions, governmental agencies, insurance companies, corporations, lawyers, estates and private individuals. Mr. Hanley has also provided expert witness testimony before various Assessment Review Boards throughout Maine.



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REAL ESTATE EDUCATION

Derek A. Hanley is a Summa Cum Laude graduate of Bentley College at Waltham, Massachusetts with a B.S. degree in Finance. He completed various courses including Business Law, Finance, Marketing, Management, Accounting and Economics courses. Real estate appraisal courses successfully completed to date include:

- *Appraisal Principals*, Appraisal Institute Course #110
- *Appraisal Procedures*, Appraisal Institute Course #120
- *Basic Income Capitalization*, Appraisal Institute Course #310
- *Advanced Income Capitalization*, Appraisal Institute Course # 510
- *Standards of Professional Practice, Parts A, B & C*, Appraisal Institute Courses #410, #420 and #430
- *Business Valuation (parts 1 & 2)*
- *Condemnation Appraising: Basic Principals & Applications*, Appraisal Institute, Course #710
- *Condemnation Appraising: Advanced Topics & Applications*, Appraisal Institute, Course #720

Numerous seminars on appraisal methodology, techniques, and regulations have also been attended, such as:

- *Business Valuation*
- *Business Practices & Ethics*
- *Appraiser as Expert Witness*
- *Expert Witness Testimony*
- *Valuing Special Purpose Properties*
- *Supporting Capitalization Rates*
- *Uniform Appraisal Standards for Federal Land Acquisitions*
- *Rates, Ratios, and Reasonableness*
- *Complex Litigation Appraisal Case Studies*
- *Green Building for Appraisers*
- *Subdivision Valuation*
- *Evaluating Commercial Construction*
- *Building Mechanical Systems*
- *Appraisal Consulting – A Solutions Approach for Professionals*
- *Valuation Market Studies for Affordable Housing*
- *IRC Section 1031 Tax Deferred Exchange*
- *Regression Analysis*
- *Capitalization Theory & Techniques*
- *Income Valuation of Small Mixed-Use Properties*

PROFESSIONAL AFFILIATIONS

- General Associate Member of the Appraisal Institute
- Maine Chapter of the Appraisal Institute
- State of Maine Certified General Appraiser, #CG 1058
- Appraiser Member, Maine Chapter AI Board of Directors, (2003-2005)



State of Maine
DEPARTMENT OF PROFESSIONAL AND FINANCIAL REGULATION
OFFICE OF PROFESSIONAL AND OCCUPATIONAL REGULATION
BOARD OF REAL ESTATE APPRAISERS

License Number CG1058

Be it known that

DEREK A. HANLEY

has qualified as required by Title 32 MRSA Chapter 123 and is licensed as:

CERTIFIED GENERAL APPRAISER

ISSUE DATE
December 18, 2018

Anne L. Head
Commissioner

EXPIRATION DATE
December 31, 2019