

LAURENCE A. HIRSH, CRE, MAI, SGA

Laurence A. Hirsh, CRE, MAI, SGA is the president of The Hirsh Group and a member of the following organizations:

Memberships

- Counselors of Real Estate (CRE) - 1996
- Appraisal Institute (MAI) - 1986
- Society of Golf Appraisers (SGA) - 1992

APPRAISAL REVIEW

Mr. Hirsh has also gained extensive experience in appraisal review for both lender and legal clients for a wide variety of properties and locations. He has performed several hundred review assignments while affiliated with Focus Valuation Advisors from 2009 to 2012 and additional review assignments for litigation support. Hirsh regularly takes USPAP update courses and does not compete for non-golf/recreational property appraisal assignments.

EXPERIENCE

Appraisal and Consulting Experience has involved most types of real estate, including commercial, industrial, single and multi-family residential and many special purpose properties. Major areas of concentration have been retail, office, distribution and lodging properties with a specialty in the valuation and analysis of golf course properties. Additional experience has been developed in the area of recreational properties, development consulting analysis and appraisal review. Geographic areas served include 45 US states, Canada & Scotland. Clients include financial institutions, law firms, accounting firms, individuals and corporations. Has been president of Hirsh Valuation Group or its predecessors since 1980 and employed in the real estate appraisal profession since 1978. Finalist for Central Pennsylvania "Entrepreneur of the Year" award for 1992 in Real Estate Category. Additional real estate investment and development experience is outlined below.

- **Developer of Wren Dale Golf Club (now Hershey Links), Hummelstown, PA.**
- **Centre Square Office Building.** 15,000 SF office building, Lemoyne, Pennsylvania
- **Prospect Plaza Shopping Center.** 18,000 SF strip shopping center in York, Pennsylvania
- **Cherry Lane II.** Historic Rehab of 7,000 SF office/retail project in York, Pennsylvania
- **Blue Mountain Place.** 5.25 acres, development plan & land flip
- **Prospect Common Office Center.** 10,000 SF office near Columbia, Pennsylvania
- **Oakview Office Campus.** three-building 36,000 SF office in suburban Harrisburg, Pennsylvania
- **Northwood Office Center** 4,000± SF office condominium in suburban Harrisburg, Pennsylvania

State Certified General Appraiser in the following states: PA, FL, GA, SC, NY, MD, VA, OH, MI, NJ, DE (Temp. in other states)

Licensed Real Estate Broker in PA, DE, FL, MD, NJ, VA & NY

Qualified as expert witness in Pennsylvania, New Jersey, Massachusetts, Florida, Virginia, Tennessee, New Hampshire, Vermont, Hawaii and New York.

EDUCATION

Pennsylvania State University, B.A. 1978

Appraisal Institute-Course of study has included all courses required for the MAI designation as well as numerous seminars on a wide variety of appraisal related topics.

LAURENCE A. HIRSH, CRE, MAI, SGA, QUALIFICATIONS, (cont.)

Continuing Education

Litigation Valuation – Appraisal Institute	USPAP – Appraisal Institute
Rates, Ratios & Reasonableness – Appraisal Institute	Hotel Valuation – Appraisal Institute Business
Valuation – Appraisal Institute	Analyzing Operating Expenses – App. Eminent
Domain (ALI/ABA)	“Winning RE Tax Cases” (PBI)
“Leisure Time in the year 2005” - (Counselors)	Technology in RE (Counselors of RE)
Conservation Easement (Cert. Program - Appr. Institute)	RE Finance, Value & Inv. Perf. (AI)

Litigation Experience

Litigation experience includes a wide variety of assignments for bankruptcy, condemnation/eminent domain, real estate tax assessment, matrimonial and other matters. Mr. Hirsh has testified approximately 100 times in many jurisdictions.

Property Types Appraised

Airport Properties	Amusement Parks
Apartments-Garden	Apartments-Hi Rise
Auto Dealerships	Banks
Corporate Headquarters Facilities	Day Care Centers
Golf Course Facilities	Private Country Clubs
Educational Facilities (Schools)	Churches
Fire Stations	Dry Cleaning Facilities
Convenience Stores	Hospitals & Health Care
Postal Facilities	Manufacturing Facilities
Warehouse/Distribution Facilities	Medical Office Facilities
Commercial Office Facilities	Parking Facilities
Restaurants/Bars	Retail Strip Centers
Residential Developments (Single & Multi-Family)	Regional Malls
Supermarkets	Flex Off./Warehouse
Ski Resorts	Mobile Home Parks
Industrial Parks	Office Parks
Stadiums/Arenas	Retirement & Nursing
Extended Care Facilities	Health Clubs
Hotels	Resorts
Distillery	Heavy Industrial
Condominium Offices	Agricultural Land
Forest Land	Rights of Way
Horse Farms	Multiple Use Properties

Appraisal/Consulting Functions

Mortgage Financing	Litigation Support
Tax Assessment Evaluation	Purchase/Sale
Condemnation/Eminent Domain	Feasibility Analysis
Market Analysis	Impact Studies
Project Planning	Basis Allocation
Estate Planning	Equitable Distribution
Corporate Asset Valuation	Appraisal Review
Partial Interest Development Analysis	Highest & Best Use