

## W. GREG ROTHMAN, CCIM

### ***EXPERIENCE:***

**October 2001 to Present:** President/CEO, Broker of Record, 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.** Bachelor 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 2005

### **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

*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:***

Certified Commercial Investment Members (CCIM)  
The Appraisal Institute, Associate Member  
National Association of REALTORS®  
Pennsylvania Association of REALTORS®, State Director  
Greater Harrisburg Association of REALTORS®, Past-President

***AWARDS:***

Greater Harrisburg Association of REALTORS "Top 1%"	2004 - 2006
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"	1994-2007
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 Appeal)  
Perry County Commissioners (Tax Appeal)  
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
Licensed Real Estate Instructor	RI-002215-L