

Director of Appraisal Services

#### **EDUCATION**

B. S. in Business Administration, Ashland University, Ashland, Oh.

A. A. in Business Management, University of Toledo, Toledo, Oh.

# APPRAISAL EDUCATION Appraisal Institute:

Cse. 101 Appraising Real Prop. Cse. 102 Applied Res. Prop. Val.

Cse. 310 Basic Capitalization

Cse. 400 USPAP

Cse. 420 Bus. Practices & Ethics

Cse. 510 Adv. Income Cap.

Cse. 520 H&B Use/Mkt. Analysis

Cse. 530 Adv. Sales & Cost Appr.

Cse. 540 Rpt. Writing/Val. Analysis

Cse. 550 Adv. Applications Cse. 705 Litigation Appraising As Well As 65+ Seminars

#### Ohio Dept. of Transportation:

Cse. 105 Appraisal Review Cse. 230 Cost Estimating & PDP

## National Highway Institute:

Appraisal Review

# LICENSES AND CERTIFICATIONS

OH Gen. Certification #385617

PA Gen. Certification #003579

IN Gen. Certification #40700561

IL Gen. Certification #553.001956

NY Gen. Certification #46000049354

NC Gen. Certification #A7302

LA Gen. Certification #G2892

MS Gen. Certification #GA-936

#### APPRAISAL DESIGNATIONS

Appraisal Institute MAI Designation Appraisal Institute SRA Designation

# PROFESSIONAL AFFILIATIONS

The Northern Ohio Chapter of the Appraisal Institute

• Former Director

International Right of Way Assn.

• Ohio Chapter

AASHTO Appraisal/Appraisal Review Technical Council

Affiliate Member

The Appraisal Division is led by Director of Appraisal Services C. Eric Kirk, MAI, SRA, who develops, implements, and oversees all appraisal-related activities, and is available to all ORC appraisal professionals as a source of technical expertise and practical assistance to the appraisal team assigned to the project. Mr. Kirk has been in the real estate appraisal field for over 32 years as both an independent fee appraiser as well as in various supervisory capacities with some of the most recognized companies in North Central Ohio. He holds General Appraisal Certifications in the States of Ohio, Pennsylvania, Indiana, Illinois, New York, North Carolina, Louisiana & Mississippi. Mr. Kirk has provided appraisal services to various lending institutions, developers, attorneys and assorted clients. Mr. Kirk is also pre-qualified by ODOT, INDOT, (LA) DOTD, IDOT, PENNDOT and NCDOT. He also holds the MAI Designation as well as the SRA Designation with the Appraisal Institute. Mr. Kirk possesses varied experience in the appraisal and appraisal review of vacant land, residential, multifamily, commercial, industrial, agricultural, subdivision analysis, special use properties and specializing in right-of-way valuation.

## Recent Eminent Domain Appraisal & Appraisal Review Experience

- SCI-823-0.00 (Segment C), Portsmouth, OH.
- CUY-Pearl Rd. II, Strongsville, OH
- CUY-Bellaire Rd. Bridge-Cleveland, OH
- Portage County Airport Expansion Project, Ravenna, Ohio
- City of Cleveland-Airport Division, Cleveland, Ohio
- Yeager Airport Obstruction Removal Project, Charleston, WV
- Clinton County Airport, Plattsburg, NY
- SARAA Harrisburg Airport Acquisition Program, Phase 1, Harrisburg, PA
- Erie International Airport Tom Ridge Field, Erie, PA
- Huron County Airport Expansion Norwalk, Ohio
- POR-Crain Project, City of Kent, OH
- Howe-Drake Intersection Project, City of Strongsville, OH
- CUY 42-0.90, City of Strongsville, OH
- WAY Orrville Truck Study (PDP) Village of Orrville, OH
- Akron Eastgate Project City of Akron, OH
- LOR-254-05.90 (Detroit Rd.) City of Avon, OH
- LAK Barton Ditch Lake County Stormwater Management Department
- Tuscarawas River Floodplain Management Village of Clinton, OH
- HUR-Cline Street Extension City of Norwalk, OH
- Edgerton Road FEMA Project City of North Royalton, OH
- ODOT SE Multi-Parcel Project ODOT
- MAH-45-4.80 ODOT
- MED-83-0.85 ODOT
- ATH 50-25.5 ODOT
- WAS 821-4.25 ODOT
- MEG 124-43.06 ODOT
- MEG 124-56.02 ODOT
- ERI-4-9.78 ODOT



Director of Appraisal Services

#### SAMPLE APPRAISAL EXPERIENCE

Full Service Hotel; Strip Shopping Center; 350,000 sf + Industrial Warehouse & Distribution Centers; Conventional Office and Medical Office Buildings; Surgery Centers; 28 Story Multi-Tenant Office Building; Subdivision Analysis; Greenhouse and Nursery Operations; Big Box Retail; Small and Large Scale (43 Story) Multifamily Residential Complexes and special use properties.

#### **COMPLETE LIST OF APPRAISAL EDUCATION**

Pennsylvania State Mandated Law, McKissock Appraisal School, On Line Education (2013)

Construction Details and Trends, McKissock Appraisal School, On Line Education (2013)

National 7-Hour USPAP Update, Appraisal Institute, Independence, Ohio (2012)

Appraising & Analyzing Industrial & Flex Buildings, McKissock Appraisal School, On Line Education (2012)

Appraising & Analyzing Retail Shopping Centers, McKissock Appraisal School, On Line Education (2012)

Government & Industry Update: Insights for Appraisers, Appraisal Institute, Independence, Ohio (2011)

Pennsylvania State Mandated Law, McKissock Appraisal School, On Line Education (2011)

<u>Playhouse Square & Cleveland's Central Business District</u>, Appraisal Institute, Cleveland, Ohio (2010)

The Continued Recovery of Commercial Real Estate, Appraisal Institute, Independence, Ohio (2010)

National USPAP Update, Appraisal Institute, Independence, Ohio (2010)

Eminent Domain Conference, CLE International, Columbus, Ohio (2010)

Introduction to Expert Witness Testimony, McKissock Appraisal School, On Line Education (2010)

32<sup>nd</sup> Annual Real Estate Economic Seminar 2010 Forecast, Appraisal Institute, Columbus, Ohio (2009)

Spotlight on USPAP: Common Errors and Issues, Appraisal Institute, Independence, Ohio (2009)

Cleveland's First Suburbs - Changes & Challenges, Appraisal Institute, Independence, Ohio (2009)

Pennsylvania Mandatory Law, McKissock Appraisal School, On Line Education (2009)

National USPAP Update, Hondros College, Independence, Ohio (2009)

Cleveland/Akron Regional Markets Forum, Appraisal Institute, Independence, Ohio (2008)

ODOT Appraisal Procedures and Policies for R/W Acquisitions, Appraisal Institute, Independence, Ohio (2008)

Appraisal Review for Federal-Aid Highway Programs, National Highway Institute, Cleveland, Ohio (2008)

Indiana Appraisal Laws and Regulations, McKissock Appraisal School, On Line Education (2008)

Hospitality Industry Seminar, Appraisal Institute, Independence, Ohio (2008)

Cleveland/Akron Regional Markets Forum, Appraisal Institute, Independence, Ohio (2007)

Business Practices & Ethics, (Course 420) Appraisal Institute, Independence, Ohio (2007)

Sales Comparison Adjustments for the Commercial Appraiser, Appraisal Institute, Independence, Ohio (2007)

Advanced Income Capitalization, (Course 510) Appraisal Institute, Houston, Tx, (2007)

Res. Construction Market & Valuation of Build-To-Suite Property, Appraisal Institute, Independence, Ohio (2007)

Appraisal 105-Appraisal Review, ODOT, District 3, Ashland, Ohio (2007)

Project Management 230-Cost Estimating & the PDP Process, ODOT, District 3, Ashland, Ohio (2007)

National USPAP Update, McKissock Appraisal School, Mansfield, Ohio (2007)

<u>Uniform Appraisal Standards for Federal Land Acquisitions</u>, Appraisal Institute, Cleveland, Ohio (2006)

Superintendent of the Ohio Dept. of Commerce Update, Appraisal Institute, Cleveland, Ohio (2006)

Appraisal Review-General, Appraisal Institute, Cleveland, Ohio (2006)

Land Trusts and Valuing Interest Property, Appraisal Institute, Cleveland, Ohio (2006)

Market Analysis & Site to Do Business, Appraisal Institute, Cleveland, Ohio (2005)

The Professional's Guide to the URAR, Appraisal Institute, Mansfield, Ohio (2005)

The Real Estate Market & Investing in Real Estate, Appraisal Institute, Hudson, Ohio (2005)

Business Practices and Ethics (Course 420) Appraisal Institute, Hudson, Ohio (2004)

National USPAP Update (Course 400) Appraisal Institute, Hudson, Ohio (2004)

The Commercial Market in Cleveland & Akron, Appraisal Institute, Hudson, Ohio (2004)



Director of Appraisal Services

Legal Strategies of Acquisitions, Appraisal Institute, Port Clinton, Ohio (2004)

Avoiding Predatory Lending Issues, Appraisal Institute, Hudson, Ohio (2004)

<u>Understanding Soil Surveys & Wetland Systems</u>, Appraisal Institute, Hudson, Ohio (2004)

Income Capitalization Approach & Partial Interest, Ted Whitmer Seminars, Chicago Ill. (2004)

Subdivision Development from the Ground Up, Appraisal Institute, Hudson, Ohio (2004)

Advanced Income Capitalization, (Course 510) Appraisal Institute, Greensboro, NC, (2004)

FBI vs. Mortgage Fraud, Appraisal Institute, Hudson, Ohio (2003)

Evaluating Commercial Construction, Appraisal Institute, Columbus, Oh. (2003)

Partial Interest Valuation/Divided, Appraisal Institute, Hudson, Oh. (2001)

Regression Analysis in Appraisal Practice, Appraisal Institute, Hudson, Oh. (2001)

Appraising Complex Properties, Hondros College, Willoughby Hills, Oh. (2001)

Litigation Appraising, (Course 705) Appraisal Institute, Columbus, Oh. (2000)

Income Approach & Partial Interest, Ted Whitmer Seminars, Orlando, Fl. (1999)

Cost Approach Feasibility & Highest and Best Use, Ted Whitmer Seminars, Orlando Fl. (1999)

Real Estate Appraisal General Concepts, Ted Whitmer Seminars, Orlando, Fl. (1999)

Standards of Professional Practice Part C, Appraisal Institute, Hudson, Oh. (1998)

Appraisers Marketing & Public Relations, Appraisal Institute, Westlake, Oh. (1997)

The Comprehensive Appraisal Workshop, Ted Whitmer Seminars, Baltimore, Md. (1997)

Shedding some light on lead (Lead Based Paint), Appraisal Institute, Mansfield, Oh. (1997)

Advanced Applications (Course 550), Appraisal Institute, Tuscaloosa, Al. (1996)

Limited Appraisals & Emerging Technology, Appraisal Institute, Eastlake, Oh. (1996)

Report Writing & Valuation Analysis (Course 540), Appraisal Institute, Orlando, Fl. (1996)

Advanced Sales Comparison & Cost Approaches (Course 530), Appraisal Institute, Chicago, Oh. (1995)

Highest & Best Use and Market Analysis (Course 520), Appraisal Institute, Orlando, Fl. (1995)

Formats for setting-up Business, Appraisal Institute, Eastlake, Oh. (1994)

Appraisal Review-Residential Properties, Appraisal Institute, Hudson, Oh. (1994)

Understanding Limited Appraisals & Report Options-Residential, Appraisal Institute, Huron, Oh. (1994)

New Uniform Residential Appraisal Report Seminar, Appraisal Institute, Huron, Oh. (1994)

General/Commercial Highest & Best Use Seminar, Appraisal Institute, Columbus, Oh. (1993)

Appraisal Regulations of Federal Banking Agencies-Lender Prospective, Appraisal Institute, Mansfield, Oh. (1993)

Economic Forecasts: Insights into National & Regional Markets, Appraisal Institute, Boston, Ma. (1992)

Rates, Ratios & Reasonableness, Appraisal Institute Annual, Boston, Ma. (1992)

Standards of Professional Practice Part B (Course 420), Appraisal Institute, Mansfield, Oh. (1992)

Capitalization Theory and Technique Part B (Course 510), Appraisal Institute, Columbus, Oh. (1991)

Capitalization Theory and Technique Part A (Course 310), Appraisal Institute, Columbus, Oh. (1991)

Standards of Professional Practice Part A (Course 410), Appraisal Institute, Mansfield, Oh. (1991)

Exam Preparation Seminar State Certified-Residential, Society of Real Estate Appraisers, Mansfield, Oh. (1990)

In Depth Review of New 2-Fam. Appraisal Report Form, Society of Real Estate Appraisers, Akron Oh. (1990)

Professional Practice & Society of Real Estate Appraisers, Society of Real Estate Appraisers, Mansfield, Oh. (1989)

Radon Gas Seminar, Society of Real Estate Appraisers, Akron Oh. (1989)

Appraisal Policy & Review Clinic for Developing Appraisal Policies, US. League of Savings Inst., Columbus, Oh. (1988)

Advanced Demonstration Appraisal Report Writing Workshop, Society of Real Estate Appraisers, Hershey, Pa. (1988)

Applied Residential Property Valuation (Course 102), Society of Real Estate Appraisers, Cleveland, Oh. (1986)

Income Capitalization Seminar, Society of Real Estate Appraisers, Toledo, Oh. (1983)

Adjusting for Financing Differences, Society of Real Estate Appraisers, Toledo, Oh. (1983)

Appraising Real Property (Course 101), Society of Real Estate Appraisers, Purdue University, Lafayette, In. (1981)



Director of Appraisal Services

Marketability & Market Analysis, Society of Real Estate Appraisers, Wooster, Oh. (1981) Introduction to Appraising Real Property, University of Toledo, Toledo, Oh. (1980) Real Estate Law, University of Toledo, Toledo, Oh. (1979) Real Estate Principles and Practices, University of Toledo, Toledo, Oh. (1979)

### **APPRAISAL MEMBERSHIPS**

The Appraisal Institute-Mohican Chapter / Northern Ohio Chapter

- Chapter President (1992)
- Director (1993-1994); (1994-1995); (1997-1999); (2007-2009)
- Chairman Education (1994-1996)

### International Right of way Association (IRWA)

• Chapter 13 Member

### AASHTO Appraisal/Appraisal Review Tech. Council

• Former Affiliate Member