

Qualifications

C. Gordon Gilbert, Jr., MAI

Principal, **Gilbert Advising & Appraising, LLC**; ggilbert@gilbertappraising.com

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Website: gilbertcommercialappraising.com

Passed State of MD Licensing Exam for Certified General Appraiser, #04-198, 1991; licensed through 12/31/18

EDUCATION

University of Maryland Law School, Juris Doctor (1976)

University of Virginia, Bachelor of Arts (1972)

EMPLOYMENT

Corporate Banking & Real Estate Divisions of FNB of MD (1972-'74)

C. Gordon Gilbert Assoc., ('74 – '93), Gilbert•Sheppard Appraisal Group ['93- 6/00]

Gilbert Advising & Appraising, LLC (July 2000 to present)

REAL ESTATE APPRAISING & CONSULTING EDUCATION

Principles to Appraising; Income Producing Property; Case Studies for Income Producing Properties; Litigation Appraising; Investment Analysis; Computer Applications to Analysis, Univ. of Wisconsin; Highest & Best Use Seminar; Educare [1987]; Real Estate Securities & Syndication, Courses 22 and 39 [1998]; Real Estate Risk Seminar [1988]; Appraisal of Retail Properties ['95];

Special Purpose Property, Real Estate Capital Best Alternatives; Standards of Profession Practice, Parts A & B; Valuation of Detrimental Conditions ['98]; The Master Class; Appraisals for Federal Gift Taxation ['99]; Attacking and Defending an Appraisal in Litigation; H&B Use Analysis and Market Feasibility ['01]; Standards of Prof. Practice, 530 ['02]; MD Sales license ['04]; AI 310- Basic Income Capitalization ['04], AI 320 Applications ['04]; Partial Undivided Interests ['05]; Business Practice & Ethics ['07]; 2009: Valuation of Green Bldgs; Statistics & R.E. Finance; Appraising Distressed Properties; 2010: GBBR Lead Paint Regs; Analyzing Tenant Credit Risk; 2012: AI Market Update, USPAP Update, AI Statistics & Finance, AI Business Ethics and Practices; Advanced Spreadsheet Modeling for Valuation, Curriculum Overview- Residential & General; 2013: Market Update, Comparative Analysis, Forecasting Revenue; 2014: Corridor Right of Way; 2015: Commercial Market Update, 7 hr USPAP 2014-15 Update; 2016: Advanced Concepts & Case Studies; Business Practices & Ethics. C. G. Gilbert, Jr., MAI, has completed the continuing education program for Designated members of the Appraisal Institute through 31 December 2022.

MEMBER

Appraisal Institute; awarded MAI designation 1983; Continuing Education completed thru 2017

President, Appraisal Institute's Maryland Chapter 26 ('90); Board ('85-'91)

National Ethics and Counseling Committee ('90-'92), Hearing Committee Chair, 2004

Greater Baltimore Board of Realtors (Director, '82-'84, '90), Education Chair, 1995

President, Commercial Real Estate Network of the Greater Baltimore Bd. of Realtors, '96

Better Business Bureau, Accredited Member

EXPERT WITNESS

Circuit Courts of Maryland for Baltimore City and Baltimore County

Supreme Bench for Baltimore County

Maryland Real Estate Commission

Maryland Tax Appeals Court

Federal Bankruptcy Courts in Baltimore, and Alexandria, VA

Howard County Board of Appeals

TEACHING

Principals of Real Estate Appraising, 1991 (GBBR / AI)

University of Baltimore: Real Estate Valuation Principles, and

Valuation of Income Producing Properties (1982-'83)

AI / GBBR Instructor for State licensing and certification courses (1991-'95)

Author and Instructor for MD AI seminars: Case Studies in Standards of Professional Practice,

“The Transparent Grid,” 9/01, 6/03; “Due Diligence,” 6/02

Co-taught Appraisal Institute's 310 Course, “Income Capitalization,” 2/05

RANGE OF EXPERIENCE

Mixed-Use Urban Developments; Mixed Use Feasibility, Downtown & Suburban Office, Apartments, Condominium Conversions, Industrial, Waterfront Industrial Piers, Historic Façade Easements, Condemnation Appraisals, Public Markets, Restaurant Feasibility, Banquet halls, Marinas, Industrial Re-Use Feasibility, Institutional Property, Land valuations, Religious facilities, Schools, Consulting and “Value Protocol” for Partners in Real Estate Investments.

REPRESENTATIVE CLIENTELE

Selected Mortgage Lenders

Allstate Insurance Company, Bank of America, BB&T, Bank of New England, Beal Bank, CLG Hedge Fund, Community Dev. Fin. Corp, Eastern Savings Bank, FCNB Bank, Farmers & Merchants Bank, First Bank South, First Fidelity Bank, First Mariner Bank, M&T Bank, MD Permanent Bank, Midwest Bank & Trust, NorthMarq, Patapsco Bank, Pitney Bowes Credit, PNC Bank, Sandy Spring Bank, Severn Savings, Sterling Bank, Susquehanna Bank, The Columbia Bank, Virginia National Bank.

Selected Law Firms

Ballard Spahr; DeVries Leech & Dann; DLA Piper; Gallagher, Evelius & Jones; Goodell, Kelly, Spicer & Sidle; Funk & Bolton; Law Dept. of Baltimore City; Maguire Woods Battle & Boothe; Marino & Levy, Marlow & Wyatt, Rosenberg Martin Greenberg; Thomas & Libowitz; Thomas, Thomas & Hafer; Saul Ewing; Venable.

Selected Developers

Chesapeake Realty Group; J. Joseph Clarke; Commercial Brokerage Group; Continental Realty; Dalsemer Catzen & Associates; Gaylord Brooks Realty; Himmelrich & Associates; The David Kornblatt Company; Morganti Group; Obrecht Properties; Security Development Group; Walter Skayhan; William C. Smith Co.; Vanguard Equities.

Selected Other

Annie E. Casey Foundation, Archdiocese of Baltimore, Baltimore City [Solicitor's Office, HCD, Public Works, Housing Authority], Baltimore Development Corp, BGE, Annie E. Casey Foundation, Chase Brexton, College of Notre Dame, Constellation Energy, CSX, East Baltimore Development Inc., Exxon, Fila, Federal Deposit Insurance Corporation, General Elevator, Hospitals [Church Home, Children's, Franklin Square, Mercy, Medstar Health], Johns Hopkins Medical Services Corp, Johns Hopkins University, Legg Mason, Mack Truck, Maryland Port Administration, Mass Transit Authority, McDonald's Corporation, National Aquarium at Baltimore, Old St. Paul's Church, Regional Management, Inc., Sherwin Williams, MD State Highway Administration, Stout, Causey & Horning, University of Maryland, UM BioPark, U. S. Post Office; Veterans Administration, Wawa.

COMMUNITY SERVICE

Community Housing Associates, of Baltimore Mental Health Systems, Inc., President '90-'91, '07-'08; Board of Directors, 1985 - present; Founder of the Loyola College / Guilford Elementary School Partnership, "Saturday Soccer."

DEVELOPMENT &/or INVESTMENT EXPERIENCE

1-3] in Glen Burnie, MD: Towne Center, ± 22,000sf retail, built 1984, re-developed with CVS in 2006, general partner; 6730 Ritchie Hwy, ± 5500sf retail, rehabilitated 1986, general partner; sold Feb-94; Site 8, Glen Burnie Town Center, Food Lion land lease + small stores, built 1999-2000, general partner; 4] Riverside Shopping Center, Harford County, ± 94,000sf neighborhood center, built 1992, limited partner; 5] 10,000sf retail in Columbia, Howard County, limited partner; 6] Hansa Haus Building at Charles & Redwood, downtown Baltimore, [sold 2014]; 7-9] in Baltimore County: pad lease in Catonsville, general partner, 1990s; 6400sf of small stores in Owings Mills; a 3600sf Towson retail store, limited partner; 10] a former car wash in Salisbury, MD, acquired in 2016, limited partner.