

# APPRAISAL CONSULTANTS CORP.

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**QUALIFICATIONS:** William H. Steinhart, MAI, CRE

## PROFESSIONAL EXPERIENCE:

Shareholder/EVP, Appraisal Consultants Corp., a firm established 60± years ago that provides a range of real estate valuation and consulting services, concentrating on forensic appraising and litigation support for valuation matters in controversy.

Engaged in real estate appraisal and related advisory services since 1979 on behalf of private and public-sector clients. Assignments encompassed appraisal and counseling services for multi-family residential, industrial, commercial, hospitality and special purpose properties, including rental apartments, condominiums, cooperatives, warehouses, heavy industrial manufacturing facilities and chemical plants, offices, retail/shopping centers and malls, hotels, casinos, marinas, automobile dealerships, service stations, golf courses, cemeteries, and environmentally impaired properties. Also engaged as consulting witness and/or expert witness in real estate appraiser regulatory enforcement matters before the New Jersey's State Real Estate Appraisal Board.

## PROFESSIONAL AFFILIATIONS and LICENSES:

Real Estate Appraisal: MAI - Designated Member of The Appraisal Institute  
Real Estate Appraisal: New Jersey Certified General Appraiser, 42RG00039100  
Real Estate Counseling: CRE® - Designated Member Counselors of Real Estate  
Real Estate Tax Assessing: Former Subscribing Member - IAAO - International Assoc. of Assessing Officers (1991-2023)  
Securities Arbitration: FINRA (merged from NYSE and NASD). Public Arbitrator A30884

## QUALIFIED EXPERT WITNESS:

United States District Court	Tax Court of New Jersey	Various County Boards of Taxation
United States Bankruptcy Court	Superior Court of New Jersey	Various Zoning Boards of Adjustment

## PUBLISHED CASES in which I was involved as appraisal co-author and/or expert witness:

State v. Federico R. Caoili., 135 N.J. 252 and 262 N.J. Super 591  
City of Atlantic City v. Frances Ginnetti, 17 N.J. Tax 354  
Entenmann's Inc. v. Totowa Borough, 18 N.J. Tax 540

## EDUCATION:

University: Bachelor of Science, Business Administration - Syracuse University – Whitman School of Management

Appraisal: All Appraisal Core and Elective Requirements for the MAI designation.  
Rutgers University - Property Tax Administration  
Marshall & Swift Commercial Cost Approach Certification.

Seminars: Continuing Education Requirements and Supplemental Programs including following seminars/programs:

Alternate Dispute Resolution	Advanced Spreadsheet Modeling for Valuation Applications
Appraisal of Retail Properties	East Coast Gaming Congress (NJ Casino Industry)
Appraising Troubled Properties	Fundamentals of Like Kind Exchanges of Real Property
Business Practices and Ethics	Highest and Best Use for Valuation in Litigation
Capital Markets & Real Estate	Hotel Appraising - New Techniques Today's Uncertain Times
COAH – What's Next	NASD (now FINRA) Securities Arbitrator Training
ICLE Bankruptcy	NJ Appraiser Law – Reality & Myths
ICLE Eminent Domain	NJ GEO Web Environmental Mapping
NJ/NY Hudson Redevelopment	Partial Interest Valuation – Undivided
Solar Energy in NJ	Princeton Conference 1979 – Present
Subdivision Analysis	Uniform Appraisal Standards for Federal Land Acquisitions (Yellow Book)

## APPOINTMENTS, COURSE INSTRUCTOR, SEMINAR SPEAKER and OFFICES HELD:

Appointed - Condemnation Commissioner Superior Court of NJ - Law Division - Essex County  
Mediator - United States Bankruptcy Court for New Jersey (Real Estate Valuation)  
Member - New Jersey Supreme Court Committee on the Tax Court (2020 – 2022; 2023 - 2024)  
Member - Township of West Orange, New Jersey - Zoning Board of Adjustment (2005 – 2021)  
Instructor - Appraisal Institute - Real Estate Appraisal Curriculum and Rutgers University Department of Government Services  
- IAAO Real Estate Appraisal/Assessment Curriculum – 1986 -2004.  
Speaker - Appraisal Institute, CLÉ International/Eminent Domain Institute, International Association of Assessing Officers, Association of Municipal Assessors of NJ, and NJ League of Municipalities.  
Member - Metro NJ Chapter of The Appraisal Institute, Board of Directors 1991-1994, 1996, 1998-2003, and 2008-2010.  
Chairman - Counselors of Real Estate – New Jersey Chapter 2009.  
Member - Standards Administration: The Appraisal Institute, Region 6: Review & Counseling Committee (1990 – 1993); Assistant Regional Member, Review & Counseling Division (1993 – 1997).

## CONTINUING EDUCATION:

As of the date of this report, I, William H. Steinhart have completed the requirements under the continuing education program of the Appraisal Institute.