

Albert R. Hughes III, MAI, CRE

Experience

Mr. Hughes a leader in the real estate appraisal industry, actively engaged in valuation and consulting services throughout the Northeastern United States, for over 35 years. He is responsible for the preparation and review of full narrative and form appraisal reports for both corporate and private clients.

Mr. Hughes' expertise includes extensive experience in all commercial property types including office buildings, retail centers/malls, industrial buildings, apartment complexes, LIHTC, subdivisions, land, recreational, healthcare, student housing, and special use properties such as churches and schools. Mr. Hughes' comprehensive range of consulting services include highest and best use analysis, feasibility studies, purchase and disposition analysis, tax analysis, estate portfolios, as well as litigation support and expert witness testimony. Mr. Hughes provides regional portfolio services for small and large organizations.

Teaching is a passion for Mr. Hughes who manages and mentors his team of industry analysts. He is an approved instructor at several professional organizations where he brings engaging and informative real-world experiences into the classroom.

Mr. Hughes has held several prominent positions in the real estate industry. From 2018-2021 Mr. Hughes was Senior Managing Director of the Integra Realty Resources (IRR) Philadelphia office. To the present, he continues there as "Executive Director - of counsel". In 1993, Mr. Hughes co-founded A.R. Hughes and Company, based in Philadelphia, PA. Prior to moving to the Philadelphia area, Mr. Hughes co-founded RCDH and Company of Washington, D.C. and Baltimore, MD (1990-1993). He was previously employed with a national real estate appraisal firm, holding various consultant and managerial positions in the New England and Mid-Atlantic regions (1985-1990).

In 1982 Mr. Hughes started his career as a Lending Officer, in the Financial Institutions Banking Divisions of the Irving Trust Company (currently known as BNY/Mellon). He was responsible for lending and account maintenance for Banks, Insurance Companies, and Finance Companies with \$1 million to over \$50 billion in total assets.

Professional Activities & Affiliations

Appraisal Institute, Member (MAI) #8387

Counselor of Real Estate (CRE)

Appraisal Institute, Approved Instructor (Appraisal Principles and Procedures, Income Cap I, II)

Appraisal Institute, Regional Representative: Region VI (2005)

Appraisal Institute, President: Phila. Metro Chapter (2004)

Appraisal Institute, Co-Chairman: Technology and Computer Committee (1997-1999)

Appraisal Institute, Chairman: External Affairs Committee (2000)

Appraisal Institute, Member: National Experience Review Committee (1992-2001)

Tri-State Commercial Realtors Alliance, Chairman: Education Committee (1999-2000,2015)

Tri-State Commercial Realtors Alliance, Chairman: Programs Committee (2000-2001)

Tri-State Commercial Realtors Alliance, Chairman: Strategic Planning Comm. (2000-2001)

Tri-State Commercial Realtors Alliance, Chairman: Specialty Council Programs (2002)

A R Hughes & Company

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Gladwyne PA 19035

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Tri-State Commercial Realtors Alliance, Chairman: Investment Council (2003)
Tri-State Commercial Realtors Alliance, President (2002)
Tri-State Commercial Realtors Alliance, Approved Instructor (2005-2015)
Pennsylvania Association of Realtors, Member
Pennsylvania Association of Realtors, Member: Land Use Task Force (2000-2002)
Pennsylvania Association of Realtors, Board of Directors (2001-2003)
Pennsylvania Association of Realtors, Chairman: Commercial, Industrial & Investment Comm. (2003)
Pennsylvania Association of Realtors, Member: Specialized Practices Subcomm (2003)
Suburban West Realtors, Member (2016-2022)
Suburban West Realtors, Chairman: Commercial Council (2018-2021)
CREW Career Real Estate Women, Member (2012-2018)
Civic Associations:
Johnson Estate Neighborhood Association, Co-Chairman (2001-2002)
Galdwyne Civic Association, Board of Directors (2002-2003)
Gladwyne Library, Board of Trustees (2002-2003)
Mayors Economic Task Force - Baltimore, MD (1992-1993)
St John Vianney, Strategic Planning Committee
St John Vianney, Board of Directors: Chair of Building Committee (2014-2021)
Archdiocese of Philadelphia – Cardinals Cabinet; Real Estate Advisory Council (2010 - 2022)
Union League Real Estate Subcommittee (2018-2021)

Licenses

Pennsylvania, Certified General Appraiser, GA000973L, Expires June 2025
Delaware, Certified General Appraiser, X1-0000175, Expires October 2025
New Jersey, Certified General Appraiser, 42RG00159000, Expires December 2025

Education

The Taft School, Watertown, CT
Colgate University, Hamilton, New York – BA Political Science

Related Courses Completed:

Principles of Real Estate Appraisal, New York University
Intermediate Real Estate Investment and Finance, New York University
Real Estate Principles, Pace University
Intermediate Real Estate Finance, Temple University
Advanced Real Estate Investment, Temple University
Pennsylvania Real Estate Law, Temple University
Real Estate Appraisal Principles
Basic Valuation Procedures
Capitalization Theory and Techniques, Part A
Capitalization Theory and Techniques, Part B
Case Studies in Real Estate Valuation
Valuation Analysis and Report Writing
Uniform Standards of Professional Practice

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Articles and Publications

Appraisal Institute, Editor: Chapter Newsletter, Editorial (1995-1997)

Qualified Before Courts & Administrative Bodies

Expert Witness:

U.S. Bankruptcy Court – Philadelphia, PA
U.S. Bankruptcy Court - Alexandria, VA
U.S. Bankruptcy Court - Rockville, MD
U.S. Bankruptcy Court - Baltimore, MD
U.S. Bankruptcy Court - Washington, D.C.
U.S. Bankruptcy Court - Richmond, VA
U.S. Bankruptcy Court - Wilmington, DE York
County Assessment Appeals Board Dauphin
County Assessment Appeals Board Fairfax County
Assessment Appeals Board State of Florida Civil
Court
Philadelphia Board of Revision of Taxes, Montgomery
County Assessment Appeals Board, Bucks County
Assessment Appeals Board, Chester County
Assessment Appeals Board, Lehigh County Board of
Taxation, Lehigh County Court of Common Pleas
Philadelphia Court of Common Pleas
US Federal Court – Philadelphia PA

Miscellaneous

Approved Instructor:

Appraisal Institute (2004-Present)
Tri-State Realtors Commercial Alliance, Pennsylvania & Delaware (2005-2015) Suburban
West Realtors Association (2015-Present)
Villanova University (2010-Present)
Greater Harrisburg Association of Realtors (2014-Present) Realtors
Association of York and Adams County (2014-Present)

Presentations/Guest Speaker:

Delaware Valley Board of Realtors – Commercial Exchange Wolf,
Block, Schorr and Solis-Cohen
Maryland National Bank
Penn State University – Real Estate Club Appraisal Institute – Internet Data Sources
Hellertown Chamber of Commerce
RT Environmental Update Seminar Legend
Properties-State of the Industry CRENE –
Commercial Real Estate Network
Temple University – Fox School of Business Annual Real Estate Meeting Temple
University Real Estate Club
CREW – Career Real Estate Woman
CCIM – Certified Commercial Investment Member CoreNet
– Commercial Real Estate Network Group PBI – Pennsylvania
Bar Institute Continuing Education University of
Pennsylvania Wharton School

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Miscellaneous (Cont'd)

Keller Williams Commercial

Awards:

Appraisal Institute, Felice A. Rocca Jr Memorial Award (2013) Recognition of contributions in advancing the Real Estate profession.

Village of Tuckahoe, New York, Community Redevelopment Award (1987)

Recognition of a successful redevelopment of a mixed used property in a distressed area of Main Street.

Egg Harbor City Rotary Club, Civic Virtue Award (1999)

Creator of a joint venture project between Egg Harbor Elementary School and community business leaders to clean up and improve safety standards of Rotary Children's Park.

Gladwyne Civic Association, Community Service Award (2002)

Recognition of service to the community as Co-Chair of the Johnson Estate Neighbors Association. This effort successfully coordinated neighbors, township representatives and the developer to create common ground for development of this large, environmentally sensitive estate into 25 home sites.