

## PROFESSIONAL QUALIFICATIONS

### MARILYN KRAMER WEITZMAN, MAI, CRE, FRICS

**EDUCATION:** B.A., University of Pennsylvania

M.A., University of Pennsylvania  
Graduate School of Arts and Sciences

M.B.A., New York University, Stern Graduate  
School of Business Administration  
Beta Gamma Kappa Honor Society  
Specialization in Finance

New York University Real Estate Institute  
Courses in Advanced Real Estate Finance and  
Case Studies in Investment Analysis

**EMPLOYMENT:** THE WEITZMAN GROUP, INC., New York, NY  
*Real Estate Consultants*

1981  
to Present

President

Real estate specialists, providing advice and counsel to those engaged in evaluation, buying, selling, leasing, financing, or developing real estate. The services provided by the firm include acquisition and disposition counseling, regional economic analysis, market research, due diligence, development planning, appraisals, arbitration and expert testimony.

KORPACZ & WEITZMAN, INC., New York, NY  
*Real Estate Consultants and Appraisers*

Principal

Real estate consultants and appraisers providing market analysis, investment analysis, and property valuation services.

LANDAUER ASSOCIATES, INC., New York, NY  
*Real Estate Consultants*

Assistant Vice President, of Investment Services Division

General real estate consulting including investment analysis, appraisals, feasibility studies, and cash flow studies.

AMERICAN CITY CORPORATION, Hartford, CT  
*Subsidiary of the Rouse Company*

Regional Economist

Responsible for aspects of regional planning and market analysis relating to the acquisition of new community sites.

LEON H. KEYSERLING, Washington, DC  
*Consulting Economist and Attorney*

Junior Economist

Responsible for the collection and analysis of data from government sources and private clients.

**MEMBER:**

Appraisal Institute – MAI (Past Vice-Chairman, National Education Committee) Past  
President New York City Chapter  
Counselors of Real Estate (CRE) (Past National Vice-President)  
Fellow, Royal Institute of Chartered Surveyors (RICS)  
Urban Land Institute (ULI)  
The Real Estate Board of New York, Inc.  
WX (Women Executives in Real Estate)  
CREW New York (Formerly Association of Real Estate Women, Past President)  
NCREIF (National Council of Real Estate Investment Fiduciaries)  
University of Pennsylvania Libraries Board of Overseers  
RECGA (Real Estate Counseling Group of America)

**LECTURER/**

**SELECTED SPEAKING**

**ENGAGEMENTS:** Ingredients and Functions of a Market Study, a seminar sponsored by the New York Chapter of the American Institute of Real Estate Appraisers.

Real Estate Marketability and Investment Feasibility Analysis, a seminar presented for the Real Estate Department of Manufacturers Hanover Trust Company.

Apartment Project Marketability and Investment Feasibility Studies, a seminar presented for the Long Island Chapter of The Society of Real Estate Appraisers.

Residential Development – Marketability and Investment Feasibility Studies, a seminar sponsored by the University of Massachusetts at Sturbridge, Massachusetts.

Feasibility Analysis, before the International S.R.E.A. conference in Atlanta.

Guest Lecturer, at the Real Estate Institute of New York University on economic base studies, market analysis and appraisal.

“The Gap Between Fair Market Value and Reality”, Pension Fund Investment Conference, Sponsored by New York University.

“Valuation of Institutional Real Estate in Depressed Markets”, National Council of Real Estate Investment Fiduciaries, Atlanta, Georgia.

“The Selection of Investment Property in Overbuilt Markets”, New England Women in Real Estate, Boston, Massachusetts.

“Discounted Cash Flow Analysis Revisited”, American Institute of Real Estate Appraisers, New York Conference.

"The Appraisal Process Applied to Workout Situations", Sherman & Sterling, Real Estate and Litigation Group, New York City.

"Market Analysis", Regional Appraisal Institute Conference, Atlanta.

**ADJUNCT  
PROFESSOR:**

The Real Estate Institute of New York University  
Real Estate Research: Market Analysis and Feasibility Studies  
Advanced Applications in Appraisal

**FACULTY  
MEMBER:**

Appraisal Institute  
Case Studies in Real Estate Valuation  
Valuation Analysis and Report Writing  
Advanced Income Capitalization  
Highest & Best Use and Market Analysis  
Advanced Applications

**PUBLICATIONS:** The Real Estate Handbook, Second Edition, Published by Dow Jones-Irwin,  
Contributing Author – Chapter on Financial Feasibility Analysis

Real Estate Portfolio Management, an Institutional Investor Publication,  
Selecting Property in Overbuilt Markets, also published in Investing Magazine

The Appraisal Journal, Appraisal Institute Publication, Co-Author: Market Study plus  
Financial Analysis = Feasibility Report

**PROFESSIONAL  
AFFILIATION  
ACTIVITY:**

Appraisal Institute (National)  
Member – Ethics Committee  
Former Vice-Chairman – National Education Committee  
Former Vice-Chairman – National Demonstration Appraisal Reports Review Committee

National Association of Realtors (NAR)  
Chairman – International Policy, Finance, and Legislation Committee  
Member – International Operations Committee  
Member – Ethics Committee

Urban Land Institute  
ULI Governor  
Vice-Chairman – Industrial & Office Park Development Council  
Vice-Chairman – Urban Development and Mixed Use Council Silver  
Member – International Council  
Member – Membership Committee  
Member – Program Committee

CREW New York (Formerly known as Association of Real Estate Women)  
Former President

Counselors of Real Estate (CRE)

Former National Vice President and Member of Board of Directors

Member – International Activities Committee

Member – Finance Committee

New York University/Real Estate Institute

Member – Real Estate Institute Advisory Board

City of New York

Member: ICIB Board of Directors (Industrial and Commercial Incentive Board)

Member – Board of Directors – New York City Industrial Development Agency

**Marilyn K. Weitzman, MAI, CRE, FRICS**  
**Selected Arbitration Experience (1998-2017)**

**750 Lexington Avenue, New York, NY**

Ground rent Adjustment through arbitration  
Client: Nixon Peabody LLP  
New York, NY

**New South Ocean Resort, Bahamas**

Arbitration proceeding pertaining to development partnership damages related to a mixed-use resort community in the Bahamas.  
Client: Watts Guerra Craft  
New York, NY

**Times Square Site 8 South Condemnation Proceedings, New York, NY**

New York State Supreme Court Testimony. Prepared appraisals of properties on Site 8 South including many with predominately retail use and some residential use.  
Client: Empire State Development Corporation  
Carter, Ledyard & Milburn  
New York, NY

**Land Underlying 135 East 57<sup>th</sup> Street, New York, NY**

Represented Tenant in an arbitration regarding land value redetermination for ground leased portion of land underlying 135 East 57<sup>th</sup> Street.  
Client: Bryan Cave LLP  
New York, NY

**24 Washington Square North, New York, New York**

Neutral Arbitrator – Land value determination  
Client: Chadbourne, O’Neill, Thomson, Whalen & Fitzgerald  
Sleepy Hollow, NY

**111 Wall Street, New York, New York**

Represented Landlord in arbitration regarding Land Value Redetermination for 111 Wall Street.  
Client: Bryan Cave LLP  
New York, NY

**175 East 62<sup>nd</sup> Street, New York, NY**

Neutral Arbitrator.  
Client: Robinson Silverman Pearce Aronsohn & Berman  
New York, NY

**North Side of Northern Boulevard Property**

Neutral Arbitrator – Land value determination.  
Client: Westerman Ball Ederer Miller Zucker & Sharfstein, LLP  
Uniondale, NY

**140 West 57<sup>th</sup> Street, New York, NY**

Neutral Arbitrator – Fair Market Rental Value (Ste 9A/10A)  
Client: The Feil Organization, Inc.

**Madison Avenue Retail Space**

Arbitration on fair market rental determination.

Client: Confidential

**Hamlet Bauregard**

Represented ground lessor in redetermination of ground rent.

Client: National Electric Benefit Fund (NEBF)

**200 West End Avenue**

Served as arbitrator/appraiser in dispute involving property valuation.

Case was settled at arbitration.

Client: Tishman Speyer

**Levi's store at 59<sup>th</sup> Street and Lexington Avenue**

Arbitration for rental redetermination.

Client: Cohen Brothers Realty

**Plaza Tower One, Englewood, Colorado**

Neutral arbitrator in value estimation.

Client: Oregon State Pension Fund

**Swiss Bank Tower**

Arbitrator in rental redetermination

Client: Bacher, Tally, Polevoy and Saks Fifth Avenue

**7 World Trade Center**

Arbitrator/Appraiser to estimate insurance damages for the owner.

Client: Friedman Kaplan