

**Martin A. Skolnik, MAI**  
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**Summary of Professional Experience** *(Detail is on the following page)*

- Real estate valuation, asset management, business consulting, business management and administration, and part-time undergraduate and graduate level teaching.
- Complex property valuation, market analysis and research, courtroom testimony, public speaking. Major property types valued or managed include retail, office, commercial, industrial, hotel/motel, office, residential subdivision, fast food, low income, and nursing/healthcare facilities.
- Public testimony on property tax policy issues to the District of Columbia City Council. Presentations on property tax matters to neighborhood/public groups. Press/media briefings and interviews.
- Qualified as an expert witness in U.S. Bankruptcy Court, Pennsylvania Court of Common Pleas, Maryland Tax Court and various Boards of Assessment Appeals in Pennsylvania, Maryland, Virginia and Washington, D.C.
- Client list included Fortune 500 and local corporations; national, regional and local financial institutions and asset managers; governmental entities; as well as real estate developers and individual property owners.
- Instructor in The Johns Hopkins University's Master of Science Program in Real Estate Development. Former adjunct instructor for Anne Arundel Community College, Maryland. Seminar presenter/speaker at professional appraisal/assessment associations.
- Contributing author to the following real estate/business publications: *The Appraisal Journal*, *The Assessment Journal*, *The Central Penn Business Journal*, *The Corridor Real Estate Journal*, & *The Baltimore Business Journal*. Topics include:
  - Application of discounted cash flow analysis to commercial property valuation
  - Specialty valuation issues regarding residential subdivision analysis
  - Vacancy issues in multi-family housing
  - Property taxation and valuation issues in low-income housing property tax credit properties

**Education**

- Currently enrolled in Doctorate program in Public Policy (Urban Policy track) at University of Maryland, Baltimore County (UMBC); part-time evenings. ABD anticipated May 2008.
- Master of Business Administration (MBA) -- University of Baltimore, 1986
- 24 graduate credits in Urban Planning (M.S.) – The Johns Hopkins University Evening College, 1978-1980 (degree not completed due to financial issues)
- Bachelor of Arts in Geography (Urban) -- University of Maryland, Baltimore County (UMBC), 1978

## **Professional Designations and Associations**

- Recipient of the prestigious MAI appraisal designation (Member, Appraisal Institute), 1991
- Recipient of the SRPA designation (Society of Real Estate Appraisers), 1990 – inactive
- Licensed and Certified (General Certification) to appraise real estate in Maryland; Inactive status in Pennsylvania, Delaware, Virginia, and Washington, DC.

## **Detail of Full-Time Work Experience**

6/2005 – 11/2007 – Director, Real Property Tax Administration / Senior Advisor for Real Property Government of the District of Columbia; Washington, DC

12/1997 – 6/2005 – President/Principal Consultant  
*Skolnik Real Estate Consulting Services, Inc.*

6/1995 - 12/1997 - Senior Vice President / Senior Appraiser  
*Weinstein Realty Advisors*; York, Pennsylvania

12/1993 - 6/1995 - Manager, Property Tax  
*KPMG Peat Marwick*; Baltimore, Maryland

4/1991 - 11/1993 - Vice President, Commercial Division  
*Campanella & Company*- Baltimore, Maryland

7/1989 - 4/1991 - Assistant Real Estate Officer  
*The Johns Hopkins University*; Baltimore, Maryland

11/1988 - 4/1991 - Real Estate Appraiser  
*Independent Contractor*; Baltimore, Maryland

8/1987 - 11/1988 - Financial Analyst  
*McCormick Properties*; Hunt Valley, Maryland

4/1986 - 8/1987 - Senior Staff Appraiser  
*Legg Mason Appraisal Group*; Baltimore, Maryland

8/1983 - 4/1986 - Senior Real Estate Analyst  
*Manor Care, Inc./Quality Inns, Inc.*; Silver Spring, Maryland (Now located in Gaithersburg)

1/1979 - 8/1983 - Real Estate Assessor  
*Maryland Department of Assessments*; Montgomery and Howard Counties, MD

## **Published Articles (Peer Reviewed and General Business Publications)**

- "Valuation of Subsidized Housing as Applied to Assessment Criteria"  
*The Valuation of Subsidized Housing* (A chapter in a reference book)  
International Association of Assessing Officers, 2004, pp. 229-236.
- "Big Box Retail Trends: Pitfalls of Valuation"  
*1998 Conference Proceedings*, International Association of Assessing Officers (IAAO)  
September 15, 1998
- "Now that Tax Season is Over, It is Tax Time Again"  
*Central Penn Business Journal*, May 1998
- "Better Measurement of Apartment Vacancy and Collection Loss"  
*The Appraisal Journal*, January 1998
- "Valuation of Subsidized Housing"  
*1997 Conference Proceedings*, International Association of Assessing Officers, (IAAO)  
September 16, 1997
- "Taking the Mystery out of Discounted Cash Flow Analysis", and "Valuation of Leased Fee Interests"  
*Proceedings of IAAO's 60th Annual Conference; October 1994*  
*The Assessment Journal*, February 1995
- "Supply and Demand Considerations in Residential Subdivision Analysis"  
*The Appraisal Journal*, January 1994
- "Comments on Discounted Cash Flow Analysis"  
*The Appraisal Journal* - July 1993
- "More Thoughts on Assessment Reduction and Data Availability"  
*Corridor Real Estate Journal* - October 11, 1991
- "The (Un)-Availability of Assessment Records"  
*Corridor Real Estate Journal* - September 13, 1991
- "Property Owners May Find Relief By Seeking Appeals Out of Cycle"  
*Corridor Real Estate Journal* - August 9, 1991
- "The Maryland State Property Owner's Guide to Tax Assessments"  
*Corridor Real Estate Journal*, July 12, 1991
- "Property Tax Assessments: What You Can Do About It"  
*Baltimore Business Journal*; January 1989

## **Working Papers**

- *Entrepreneurial Profit And Rates Of Return In Subdivision Analysis*
- *Considerations in the Valuation of Owner-Occupied Property*
- *Replacement Cost vs. Reproduction Cost: Why do appraisers get these concepts confused?*
- *Discounted Cash Flow Analysis with Lease-Up – Has the Appraisal Community Erroneously Been Calling This Market Value?*
- Dissertation to be an analysis of property tax caps in terms of tax assessment inequity (anticipated completion by December 2008)

## **Teaching, Education, Presentations and Seminars Given**

### **The Johns Hopkins University - School of Continuing Studies**

Adjunct Faculty Member in the Master of Science in Real Estate program (1990-1994, and Fall 2006)

Instructor – *Real Estate Analysis*

– *Real Estate Applications of Lotus 1-2-3 and the HP-12c Calculator*

– *Advanced Applications in Real Estate Analysis* (3 credit course)

### **Anne Arundel Community College – Adjunct Faculty** (Spring 2003 to Spring 2006)

Lecturer – *Introduction to Real Estate Appraising* (3 credit course)

– *The Cost Approach and Income Approach in Real Estate Appraisal* (1 credit course)

– *Applications in Real Estate Appraisal* (1 credit course)

### **International Association of Assessing Officers (IAAO)**

Speaker - *Big Box Retail Trends: Pitfalls of Valuation*

1998 Annual Conference; Orlando, Florida (September 1998)

Speaker - *Valuation of Subsidized Housing as Applied to Assessment Criteria*

1997 Annual Conference; Toronto, Ontario (September 1997)

Speaker - *Taking the Mystery Out of Discounted Cash Flow Analysis*, and

Speaker - *Valuation of Leased Fee Interests*

60th Annual Conference; Seattle, Washington (October 1994)

### **Northeast Regional Association of Assessing Officers (NRAAO)**

Speaker - *Taking the Mystery Out of Discounted Cash Flow Analysis*, Baltimore Conference (May 1996)

### **KPMG Peat Marwick**

Speaker/Organizer - *Environmental Issues in Property Tax Assessment* (January 1994); Baltimore, MD

### **Chesapeake Planned Giving Council**

Speaker/Organizer - *Real Estate Considerations in Charitable Planned Giving* (Sept. 1991); Baltimore, MD