

CURRENT POSITION

MacCrate Associates LLC., Real Estate & Financial Consulting Firm 1999-Present
New York & Long Island, New York

EMPLOYMENT HISTORY

PricewaterhouseCoopers LLP, Director Real Estate Valuation Group
Price Waterhouse LLP, Director and Practice Leader Northeast Region
European American Bank, Vice President
Chief Appraiser and Real Estate Lending Committee
MacCrate Associates Inc. , Vice President
Real Estate Appraiser and Analyst
MacCrate Realty Ltd., Vice President
Real Estate Brokerage
United States Naval Reserve (LTJG)

APPOINTED POSITIONS

Nassau County
Board of Assessors 2002-2003
Assessment Review Commission 2003

EDUCATION

MBA Long Island University, C.W. Post Center
BS Cornell University

PROFESSIONAL EXPERIENCE

Supervised and performed real estate valuation assignments on various types of properties for private, corporate, institutional, not-for-profit corporations, and governmental institutions. Real estate engagements have included corporations, partnerships, portfolio and individual assets, such as:

Apartments	Condominium projects	Residential Subdivisions
Cooperative Projects	Congregate Care Facilities	Railroad Corridors
Hospitals	Hotels	Retail properties
Industrial Buildings	Marinas	Shopping Centers
Pipelines ROW	Mixed-use Developments	Vacant Land
Nursing homes	Office buildings	Telecommunication Corridors

Provided evaluation and consultation to pension fund managers, life insurance companies, and other financial institutions, and independent auditors concerning valuation policies, compliance procedures, valuation methodology and techniques, and loan portfolio reviews, as well as evaluated valuation, corporate real estate, and REO departments, asset management and real estate advisory firms.

PROFESSIONAL EXPERIENCE (Continued)

Assisted major financial institutions in analyzing real estate loan portfolios for the following purposes: acquisitions, dispositions, estimating loan loss reserves, and ensuring compliance with regulatory agencies including the SEC, OCC, state and federal regulatory agencies and others.

Participated in the valuation of major real estate advisory and operating companies for acquisition, disposition and litigation purposes.

Supervised the valuation of multiple property portfolios using mass valuation techniques on the following property types: banks, fast food restaurants, apartment house portfolios, shopping centers, office buildings and other assets.

Qualified as an expert witness on various types of properties; appeared before bankruptcy court, zoning boards and other governmental agencies to present real estate valuation conclusions and analyses.

Analyzed a healthcare portfolio for loan collateral purposes that included a major regional hospital, nursing home, ambulatory services and other facilities.

Developed real estate valuation and loan seminars for major financial institutions setting forth procedures, methodologies and other information that is critical to real estate appraisers, asset managers, loan officers and other bank personnel associated with real estate. The seminars included regulatory environment, credit policies, economic theory, money and capital markets, market analysis, risk factors, the appraisal process, rates and reasonableness, and the strengths and weaknesses of the each approach to value and their interrelationship.

Evaluated the methodology used by a financial institution to assess the reasonableness of the aggregate market value of their portfolio based on a full review of the real estate appraisals on each property, the internal reviews prepared by internal personnel, interviews with asset managers/loan officers and a limited field review of a sampling of the properties in the portfolio.

Prepared market studies that included interviewing key representatives of area commerce and industry to identify and quantify specific sources of demand in the competitive market area, preparing an analysis of economic characteristics and market potential of the area as it pertains to demand for particular assets, preparing an analysis of present and future competition for the assets, estimating from our analysis of economic indices, market factors and the property's expected future market position, the subject assets' future market penetration, from which levels of prospective utilization will be developed and the preparation of future financial analyses of operating revenues and expenses for the levels of utilization using stated year (inflated) dollars.

PROFESSIONAL AFFILIATIONS

MAI Designation, Appraisal Institute
CRE Designation, The Counselors of Real Estate
American Society of Appraisers
New York State Association of Real Estate Appraisers
The Real Estate Practitioners' Institute
The Real Estate Board of New York, Inc.
Columbia Society of Real Estate Appraisers

TEACHING EXPERIENCE

Developed real estate valuation and loan seminars for major financial institutions setting forth procedures, methodologies and other information that was critical to real estate appraisers, asset managers, loan officers and other bank and portfolio personnel. The seminars included an overview of the regulatory environment, credit policies, economic theory, money and capital markets, market analysis, risk factors, the appraisal process, rates and reasonableness, and the strengths and weaknesses of the each approach to value and their interrelationship. Clients included Marine Midland Bank, Copley Real Estate Advisors, and First Florida Bank.

Member of the National Faculty of the Appraisal Institute since 1977. Qualified instructor for Valuation Principles, Procedures, Basic and Advanced Capitalization Techniques, Case Studies, and Advanced Cost Approach and Sales Comparison Approach Techniques. Associate Faculty for Highest and Best Use & Market Analysis.

Developed and taught proprietary seminars for local chapters of the Appraisal Institute on various topics including statistical analysis for real estate practitioners, real estate & the Internet, automated valuation models, land valuation & purchase price decisions.

Taught courses at Baruch College, Long Island University and New York University.

Partial Interest—Undivided and Case Studies in Limited Partnership and Common Tenancy Valuation

In-depth case study valuation of a minority interests in a real estate limited partnerships including how to extract value-influencing elements from a limited partnership agreement and from the facts and circumstances of the case, make financial statement adjustments, analyze limited partnership secondary market data, understand and analyze common tenancy ownership issues, and develop marketability and common tenancy discounts.

Valuation for Financial Reporting Purposes

As a member of the special task force at the Appraisal Institute on valuation for financial reporting purposes, assisted in developing and teaching the basic concepts to real estate professionals which included accounting issues, valuation methodology, benchmarking, and other important concepts to assist auditors and other professionals in understanding valuation concepts for financial reporting purposes.

Introduction to Real Estate Appraisal

The fundamental theories and principles of real estate valuation. Examine the nature of the national, regional, and local economies and the economic factors that affect the value of real property. Topics include: basic appraisal methodology, including regional, neighborhood, and property analysis; the three

approaches to value-cost, direct sales comparison, and income; and concepts such as highest and best use. Also examined are the sources of pertinent data and the methodology of gathering data.

Principles of Income Property Appraising

The techniques and procedures that experienced appraisers use to determine the value of income-producing properties. Focus on the classic approaches to value determination: sales comparison, cost, and income capitalization methodologies. Topics include: land development analysis; site valuation; sales comparison and cost approach issues such as building cost estimates and depreciation; income analysis issues such as income and expense estimates, capitalization rate determination, and valuation of partial interests; and mortgage equity analysis.

Introduction to Income Property Valuation

Focus on the income approach to value, with emphasis on the major capitalization methods. Topics include: the rationale of the income approach; revenue and expense analysis; deriving capitalization rates; compound interest and discounting techniques; income and stream patterns, income estimation, and annuities; yield analysis; appraisal of leased fee and leasehold estates; and discounted cash-flow analysis.

Case Studies on Investment Income Property Valuation

This hands-on, calculator-based seminar focuses on the financial analysis aspects of investment properties. Topics include: debt service; debt coverage ratio; positive and negative leverage; face rent vs. actual rent; leaseable vs. useable area; highest and best use; zoning and floor area ratio; direct capitalization vs. discounted cash flow; and selection and support of the overall equity, mortgage, and discount rates and yields (IRR). An office building case study containing the suggested solutions and keystrokes are used to examine these topics and the practical relationships between the income, sales, and cost approaches to value.

Valuation Principles and Procedures

Building on the basic principles, learn about the entire valuation process, focusing primarily on the sales comparison and cost approaches to value. Find out about the appraisal of residential property and get an introduction to the income approach to value. Additional topics include: collection and analysis of data; site valuation; property analysis; valuation of partial interests; reconciliation; an introduction to income capitalization; and state law and regulation.

Advanced Income Capitalization

In this course advanced applications of the income capitalization approach are investigated and explored. Discounted cash flow (DCF) analysis provides the framework for much of the discussion of investment analysis concepts, emphasizing an understanding of the relationships among the various components of DCF. Financial leverage, risk analysis and ways to support a discount rate are highlighted. Content includes review of income capitalization concepts, estimating cash flows, investment analysis concepts, risk analysis, financial leverage, yield capitalization (DCF) using an overall yield rate, supporting the discount rate, application of concepts, stabilizing income and yield capitalization (dcf) using an equity yield rate.

Advanced Sales Comparison and Cost Approaches

This course provides in-depth instruction in the sales comparison and cost approaches. Participants

explore ways to identify and measure elements of comparison as well as methods to select and support adjustments including graphing, pairing, sorting, regression analysis and qualitative analysis. After reviewing the standard methods of calculation, the course explores special applications and common errors in using or misapplications of the approaches. All components of the cost approach are explored thoroughly, with particular attention paid to feasibility and current cost, including supporting entrepreneurial incentive and calculating lease-up costs. In addition, participants study advanced data confirmation techniques, learn how to make all three approaches consistent in the reconciliation process and discover traps to avoid.

Report Writing and Valuation Analysis

This course provides instruction and practice in communicating a narrative appraisal. Lectures focus on relevant questions in each step of the valuation process and on the integration of the various parts of an appraisal report. Participants work through a case study, deriving conclusions and organizing them into a consistent, well-reasoned narrative. The examination consists of various parts of a Self-Contained Appraisal Report, which are prepared as homework assignments and submitted at the end of the course. By focusing on effective organization, style, grammar and the elimination of wordiness and ambiguity, participants learn to develop good writing habits and communicate effectively in appraisal reports.

The Real Estate Development Process

The fundamentals of the real estate development process. Topics include: land assemblage, land use review, and environmental procedures; design considerations, delivery methods, including build-to-suits, market feasibility, the project pro-forma, capital, and financing structures; dealing with professional and governmental agencies; contracts with partners and external parties; project life cycle; and management, marketing, leasing, and property management.

Real Estate Finance and Investment Analysis

Students in this course examine various analytical techniques and structure appropriate financing requirements for all major types of income-producing real estate investments and developments. Students learn traditional and innovative methods of finance such as joint ventures, private placements, and mezzanine structures as well as the derivation of rates of return, cash flow analysis and modeling, estimates of residual and present intrinsic value, commercial lease and expense analysis and inflation sensitivity analysis.

Real Estate License courses for brokers and sales in the State of New York.

PUBLISHED MATERIAL

"Family Limited Partnerships, Corporations and Valuation Issues." James R. MacCrate, MAI, CRE, ASA and James B. MacEvoy, CPA. *The Appraisal Journal*, July 2000.

"The Appraisal Profession at the Crossroads." James R. MacCrate, MAI, CRE, ASA and David L. Peterson. *The Appraisal Journal*, July 2000.

"What Does Mark to Market Mean Today? Differing Perspectives of Real Estate Owners, Wall Street, Accountants, and Appraisers." Jeffrey J. Kiley CPA, and James R. MacCrate, MAI, CRE. *The Appraisal Journal*, January 2000.

"Nassau/Suffolk Counties, New York." James R. MacCrate and others. *Urban Land Institute Market Profiles*, March 2000, published by the Urban Land Institute. (Previously published market profiles from 1994 through 1999.)

"New York City, New York." James R. MacCrate, and others. *Urban Land Institute Market Profiles*, March 2000, published by the Urban Land Institute.

"Real Estate Research and Valuation Using the Internet." David Watkins, Scott Metro and Jim MacCrate. *Real Estate Issues*, published 1999 by The Counselors of Real Estate.

"1998 Mid-Year National Land Investment Survey." James R. MacCrate. PricewaterhouseCoopers LLP, September 1998. (Previously published from 1996 through 1997, twice a year.)

"The Real Estate Technology Survey." James R. MacCrate, CRE and Wally Hussey. The Counselors of Real Estate and Price Waterhouse LLP. March 1998.

"Land Valuation and Purchase Price Decisions." D. Richard Wincott, James R. MacCrate and Scott Koenig. *Valuation Strategies*, November/December 1997, pp. 20 - 29, published by Warren, Gorham & Lamont-RIA Group.

"National Land Market." James R. MacCrate and Scott Koenig. *Korpacz Real Estate Investor Survey*, Various Quarters including year-end 1998, published by The Korpacz Company, Inc.

"Mid-Year 1997 Survey Points to New Construction Cycle." James R. MacCrate and Scott Koenig. *Real Estate Trends and Events*, 1997, No. 2, pp. 5 - 6 (center insert), published by Price Waterhouse.

"Legal Issues - Real Estate and the Internet." James R. MacCrate and Audrey M. Roth. *Real Estate Issues*, Special Edition, December 1996, pp. 40 - 42, published by The Counselors of Real Estate.

"Cost Segregation Can Mean Tax Savings." James R. MacCrate and Gary Fleming. *Real Estate Trends and Events*, Fall 1995, p. 4 - 5, published by Price Waterhouse.

"Real Estate Valuation in the Information Age." James R. MacCrate and Wally Hussey. *Price Waterhouse's Real Estate Now*, Fall 1995, pp. 16 - 18, published by Price Waterhouse.

"Real Estate and The Internet." James R. MacCrate and Noreen Y. Whysel. *Price Waterhouse's Real Estate Now*, Fall 1996, pp. 26 - 30, published by Price Waterhouse.

JAMES R. MacCRATE, MAI, CRE, ASA

E-mail – Jim.MacCrate.MAI.CRE@gmail.com

Phone –(516) 922-6059

"Dublin (Ireland) Metropolitan Area." Lisa M. Rocca, James R. MacCrate, Noreen Y. Whysel, Andrew Craig, Bruce Campbell and D. Richard Wincott. *Urban Land Institute Market Profiles*, March 1995, pp. 41 - 48 published by Urban Land Institute.

"Pittsburgh Metropolitan Area." Noreen Y. Whysel, James R. MacCrate, D. Richard Wincott, Frank Kelly, Stephen B. Lane and Demetrios Louziotis, Jr. *Urban Land Institute Market Profiles*, March 1995, pp. 231 - 240 published by Urban Land Institute.

"Real Estate Cycles: Will We Ignore the Past Again?" James R. MacCrate. *Real Estate Trends and Events*, Summer 1994, p. 5, published by Price Waterhouse.

"Land Investors Still Desire High Returns: Results of Price Waterhouse Land Survey." James R. MacCrate. *Real Estate Trends and Events*, Spring 1994, p. 6, published by Price Waterhouse.

"Full FIRREA Appraisals May Not Always Be The Right Answer." James R. MacCrate. *Real Estate Trends and Events*, December 1993/January 1994, p. 3, published by Price Waterhouse.

"Transfer Taxes Impact Value and Yield." James R. MacCrate and Donald P. Favre. *Real Estate Trends and Events*, September/October 1993, pp. 5 - 6, published by Price Waterhouse.

"Real Estate Valuation: Market Value vs. Investment Value." James R. MacCrate. *Real Estate Trends and Events*, June/July 1993, p. 7, published by Price Waterhouse.

MISCELLANEOUS SPEAKING AND TEACHING ENGAGEMENTS

"Real Estate Valuation - Preservation & Conservation Easements," James R. MacCrate, MAI, CRE, ASA and L.T Bookhout, MAI. Presentation for Land Trust Alliance, June 2006, and Columbia Society of Real Estate Appraisers, October 2006.

"Real Estate Finance, Value, and Investment Performance", James R. MacCrate, MAI, CRE, ASA. Presentation for The Appraisal Institute, New York Mid-Hudson Chapter, Spring 2006.

"Invest in What You Know - REITS, Common Stocks, Preferred Stocks - Real Estate Investments and Alternative Investments," James R. MacCrate, MAI, CRE, ASA. Presentation for The Appraisal Institute, Long Island Chapter, December 2005, and the Upstate Chapter, New York, January 2006.

"Basic Appraisal Principles," Appraisal Institute, New York Metropolitan Chapter, Baruch College - The City University of New York, New York, New York, February 2005.

"Advanced Income Capitalization," Appraisal Institute, Long Island Chapter, Plainview, New York, February 2005.

"Case Studies in Limited Partnership and Common Tenancy Valuation", Appraisal Institute, New York, New York, and Washington D.C., October 2004.

"Real Estate Development Process," New York University, New York, New York, 2004-2005.

"Real Estate Investment and Income Analysis," New York University, New York, New York, 2004-2005.

"The Impact of The World Trade Center Disaster - Permanent or Temporary Impairment", Real Estate Counseling Group of America, Nashville, Tennessee, November 2002 & The New York Metropolitan Chapter of The Appraisal Institute, New York, New York, 2002

"Valuation for Financial Reporting Purposes - The Emerging (Mark to) Market," The Connecticut, Tallahassee, Harrisburg, Long Island and Boston Chapters of the Appraisal Institute, 2000-2003

"The Valuation of Real Estate Businesses: REITs, Real Estate Operating, Management Companies, Real Estate Advisory and Other Real Estate Entities," The Connecticut, Long Island, & New York Chapters of the Appraisal Institute, 2000-2001

"Valuation for Financial Reporting Purposes - The Emerging (Mark to) Market," The Connecticut, Tallahassee, Harrisburg, Long Island and Boston Chapters of the Appraisal Institute, 2000-2003

"Valuing The Asset", 2002 & 2003 Summer Institute in the Business of Real Estate, New York University School for Continuing & Professional Studies & The Real Estate Institute

"Real Estate Valuation Issues", Real Estate Conference, Foundation for Accounting Education, New York, New York, January 2001

"Land Valuation and Purchase Price Decisions." Appraisal Institute, Metropolitan New York Chapter, November 1998.

"Real Estate Analysis and Technology." Appraisal Institute, Metropolitan New York Chapter, April 1998.

“Real Estate Analysis and Technology.” Community Bankers Association, April 1998.

“Real Estate and the Internet.” New York University School of Continuing Education Real Estate Institute, November 1996.

“Maximizing the Value of Technology to Add Value to your Counseling Process: A Large Firm Perspective - Real Estate Consulting & High Tech.” The Counselors of Real Estate, October 1996.

“The Real Estate Corporate Executive and the Internet.” NACORE International, October 1996.

“Online Services and The Internet Revolution: The Impact on Real Estate, Real Estate Consultants and Appraisers.” Appraisal Institute, Long Island Chapter, February 1996.

“Real Estate Valuation and Advisory Services.” Copley Real Estate Advisors and Price Waterhouse, November 1995.

“The National Real Estate Market & Connecticut.” CCIM, National Association of Realtors, May 1995.

"Valuing Troubled Real Estate Assets." Executive Enterprises, 1993.

"Where is the Appraisal Business Going?" Appraisal Institute, Long Island Chapter, September 1993.

"Understanding Real Estate Appraisals." Executive Enterprises, 1993.

"Evaluation of the MacNamara Portfolio: What it Means to Long Island Real Estate." Appraisal Institute, Long Island Chapter, 1992.