

# KRISTIN M. LEHMAN

## PROFESSIONAL QUALIFICATIONS

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**LICENSE:** 4/13/2004 Certified General Appraiser, Commonwealth of PA (GA-003352)  
12/18/2000 Real Estate Salesperson, Commonwealth of PA (RS-226805-L)

**EDUCATION: Shippensburg University of Pennsylvania**

1991-1995, Business Management

**Appraisal Courses**

Standards of Professional Practice, New York, NY  
Narrative Report Writing, Harrisburg, PA  
Basic Income Property Appraisal, Harrisburg, PA  
Advanced Income Property Appraisal, Harrisburg, PA, 5-00  
Real Estate Investment, Harrisburg, PA  
Basic Income Capitalization, Denver, CO  
General Applications, Atlanta, GA  
Apartment Appraisal Concepts & Application, New York, NY  
Advanced Income Capitalization, Baltimore  
Business Practices and Ethics  
General Appraiser Market Analysis/Highest & Best Use, Conshohocken  
Mineral Rights Issues for Appraisers, State College

**Real Estate Courses**

Real Estate Fundamentals, Harrisburg, PA  
Real Estate Practice, Harrisburg, PA  
CCIM 101, Harrisburg, PA

**PROPERTY TYPES APPRAISED:**

- Golf Courses
- Commercial Ski Resorts
- Waterpark/Amusement Parks
- Commercial Development Land
- Retirement Facilities
- Industrial Facilities
- Trucking Terminals
- Self-Storage Units
- Fire Stations
- Churches/Religious Facilities
- Mobile Home Parks
- Beach Club/Marinas
- Equestrian Centers
- Conservation Easements
- Auto/Truck Dealership
- Retail/Office Pad Sites
- Development Land
- Residential Subdivisions
- Spa/Fitness Centers
- United States Post Office
- Shopping Centers
- Medical Offices/Surgical Centers
- Office Buildings
- Schools
- Multiple Season Resorts
- Hospitality/Hotel/Motel
- Service Station/Convenience Stores
- Parking Garages
- Residential –Single Family Homes
- Apartment Complexes



## KRISTIN M. LEHMAN ~ PROFESSIONAL QUALIFICATIONS (CONTINUED)

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### EXPERIENCE:

Ms. Lehman has amassed considerable experience in over 30 States and Canada with the valuation, analysis, and disposition/acquisition of a wide variety of income and special use properties. Having completed over 200 recreational property appraisal and consulting assignments, including golf clubs, ski resorts, marinas and beach clubs, Ms. Lehman has the depth of knowledge to analyze even the most complex property types. She has provided analysis and valuation services for fee simple interests, leasehold interests, leased fee interests, and partial interests, and specializes in the valuation and analysis of the going concern- which includes real estate, business value, and tangible personal property value.

Her experience includes assisting clients with commercial property acquisitions (including the acquisitions of large portfolios in multiple states), dispositions, disposition consulting, market analysis, marketability analysis, estate planning, feasibility analysis, operations consulting, highest and best use analysis, absorption projections, 1031 exchanges, and obtaining financing. She has provided litigation support for bankruptcy and foreclosure, eminent domain, tax assessment appeals, partnership disputes, and divorce proceedings.

Past clients include numerous banks and mortgage companies, private investment groups, government entities, local taxing authorities, municipal recreation departments, REIT's, and attorneys, among others.

In 2010, Kristin cofounded Advantage Real Estate Advisors and became affiliated with Keller Williams of Central PA East. Ms. Lehman was instrumental in opening the KW Commercial Branch Office in Harrisburg, Pennsylvania where she served as the Director of the Commercial Real Estate Division.

In addition to assisting clients with commercial real estate needs, Ms. Lehman served on the Citizen's Advisory Committee for the Cumberland County Tax Assessment Office. Ms. Lehman was appointed as a member of the Cumberland County Board of Assessment and Appeals on January 4, 2012, and was subsequently elected vice chair of the board of appeals.

