

SHAUN A. HENRY, MAI, AI-GRS

PROFESSIONAL QUALIFICATIONS

LICENSE: Certified General Appraiser, Commonwealth of PA (GA-003703)
Real Estate Salesperson, Commonwealth of PA (RS-295989)

SERVICE: **Central Pennsylvania Chapter – Appraisal Institute**
Board of Directors (Current)

EDUCATION:

Delaware Valley College of Science and Agriculture

Bachelor of Science, Agronomy and Environmental Science – 1997
Magna Cum Laude

Appraisal Institute

- *MAI Designation – 2013*
- *AI-GRS Designation – 2018*
- *Litigation Professional Development Program*
- *Valuation of the Components of a Business Enterprise Professional Development Program*

Appraisal Courses:

- National Uniform Standards of Professional Appraisal Practice & Current Update
- Narrative Report Writing
- Business Practices & Ethics
- Basic Appraisal Principles
- Real Estate Finance
- Basic Appraisal Procedure
- Basic Income Capitalization
- Real Estate Investment
- General Applications
- Appraiser as Expert Witness
- Fundamentals of Separating Real Property, Personal Property, and Intangible Business Assets
- Appraising Sub-Surface Mineral Rights
- Land Analysis
- Review Theory - General
- Advanced Sales Comparison & Cost Approaches
- Recent Developments in PA Assessment Law
- Advanced Applications
- General Market Analysis and Highest & Best Use
- Report Writing & Valuation Analysis
- Self-Storage Economics & Appraisal
- Golf Course Property Valuation
- Litigation Appraising – Specialized Topics
- Land & Site Valuation
- Recent Developments in PA Assessment Law
- Small Hotel/Motel Valuation
- Appraising Convenience Stores
- Condemnation Appraising: Principles & Applications
- Advanced Income Capitalization
- PA State Law for Appraisers
- Advanced Spreadsheet Modeling
- Application & Interpretation of Simple Linear Regression
- Appraising Cell Towers
- General Demonstration Report – Capstone Program
- Commercial Bankruptcy, Workouts and The Valuation Process



SHAUN A. HENRY, MAI, AI-GRS ~ PROFESSIONAL QUALIFICATIONS (CONTINUED)

Real Estate Courses:

- Real Estate Fundamentals
- Real Estate Practice
- Business Law
- Real Estate Law
- Property Management
- Working with Real Estate Investors

EXPERIENCE BY PROPERTY TYPE:

- Golf Courses
- Country Clubs
- Resorts
- Trucking Terminals
- Commercial Warehouses
- Industrial Facilities
- Office Facilities
- Medical Offices
- Development Land
- Residential Subdivisions
- Truck Stop/Travel Plaza
- Restaurants
- Retail/Shopping Centers
- Big Box Retail
- Hospitality/Hotel/Motel
- Self-Storage Facilities
- Industrial Development Land
- Churches/Religious Facilities
- Spa/Fitness Centers
- Multi-Family Residential Properties
- Service Stations/Convenience Stores
- Retail/Office Pad Sites
- Schools
- Mobile Home Parks

EXPERIENCE:

Mr. Henry has completed a multitude of appraisal and consulting assignments in 19 States, as well as Canada, and the Caribbean. He has extensive experience with a variety of commercial, income producing and special use property types.

Mr. Henry has assisted clients with commercial property disposition and acquisition, market analysis, marketability analysis, estate planning, feasibility analysis, operations consulting, highest and best use analysis, exchanges, and obtaining financing. He has provided litigation support for bankruptcy and foreclosure, eminent domain, tax assessment appeals, and partnership disputes, and has been qualified as an expert witness in multiple courts.

In addition to holding the MAI, and AI-GRS designations, Certified General Real Estate Appraiser Certification and real estate sales license, Henry has completed the Appraisal Institute's Valuation of the Components of a Business Enterprise Professional Development Program, as well as the Litigation Professional Development Program.

Henry has been involved with real estate appraisal and consulting since 2005, and is the co-founder of Advantage Real Estate Advisors. Clients include law firms, property owners, REITs (Real Estate Investment Trusts), municipalities, taxing authorities, governmental entities, developers, investors, trustees, and lenders, among others.

