

ROBERT GAGLIANO, MAI, CRE

PROFESSIONAL QUALIFICATIONS

Designated Member of the Appraisal Institute (“MAI”) #11881, 2002
Member, Counselors of Real Estate (“CRE”)
New Jersey State Certified General Real Estate Appraiser #42RG00137100, 1995
New Jersey Licensed Real Estate Salesperson, 1993
New Jersey Approved Green Acres Appraiser
New Jersey Approved Farmland Preservation Appraiser
New Jersey Approved Small Business Set-Aside Act #56405-20
Member, International Association of Assessing Officers
New Jersey State Certified Tax Assessor #1941, 1994 - 2016
Adjunct Professor, Monmouth University Kislak School Real Estate Institute 2013-2015

PROFESSIONAL EXPERIENCE

Gagliano & Company, *Real Estate Advisory Services*

President, July 2001 – Present

Core Realty Group, *Real Estate Brokerage, Leasing & Management*

Managing Director, April 2005 – Present

Robert A. Stanger & Co., Inc., *Real Estate Investment Banking*

Senior Vice President, July 1997 – June 2001

Guiney Guenther Group, Inc., *Real Estate Brokers*

Salesperson, September 1996 – April 2005

Johnson Realty Services, Paul R. Johnson, MAI, *Commercial Real Estate Appraisal*

Associate Appraiser, January 1993 - August 1996

Garden State Realty Appraisal, *Residential Real Estate Appraisal*

Associate Appraiser, October 1992 - February 1993

Borough of Tinton Falls

Member, Borough Council, May 1991 – September 1998

Member, Planning Board, July 1991 - July 1992

Member, Zoning Board of Adjustment, 1990 - 1991

Borough of Spring Lake

Interim Tax Assessor May 2005 – August 2005

Borough of Rumson

Tax Assessor, January 1995 – February 1998

Borough of Atlantic Highlands

Tax Assessor, July 1995 - February 1998

Borough of Oceanport

Tax Assessor, April 1997 - February 1998

Borough of Interlaken

Tax Assessor, April 1997 - February 1998

ROBERT GAGLIANO, MAI, CRE

EDUCATION

Appraisal Institute

All Continuing Education Complete

Real Estate Finance, Value and Investment Performance – Seminar November 2015

Business Practices and Ethics – Seminar September 2012

Separating Real, Personal Property and Intangible Assets – Seminar March 2012

Advanced Spreadsheet Modeling for Valuation Applications – Seminar September 2010

Uniform Appraisal Standards for Federal Land Acquisitions – Seminar October 2006

Scope of Work – Seminar March 2005

Feasibility Analysis, Market Value and Investment Timing - Seminar October 2002

Advanced Applications, October 2000

Demonstration Appraisal Report Writing - Seminar, August 2000

Report Writing and Valuation Analysis, August 2000

Advanced Sales Comparison and Cost Approaches, April 2000

Highest & Best Use and Market Analysis, October 1999

Advanced Income Capitalization, May 1999

Appraisal Reporting of Complex Residential Properties - Seminar, October 1995

Appraisal Practices for Litigation - Seminar, November 1995

General Applications, December 1994

Basic Income Capitalization, October 1993

Appraisal Procedures, May 1993

Ted Whitmer, MAI, CRE, Attorney

Attacking & Defending an Appraisal in Litigation, Part II, December 2003

Attacking & Defending an Appraisal in Litigation, Part I, September 2001

Comprehensive Appraisal Workshop, February 2001

Monmouth University Real Estate Institute

Regulation and the Real Estate Development Process, March 1997

Rutgers Center for Government Services

Property Tax Administration I, May 1994

Briggs Real Estate Appraisal School

Writing the Small Residential Income Property Appraisal Report, January 1993

Writing the Single Family Residential Appraisal Report, October 1992

Ocean School of Real Estate

Residential Real Estate Appraisal, August 1992

Vanderbilt University

Bachelor of Arts, English/Writing, May 1984

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PARTIAL LIST OF CLIENTS

Government

U.S. Army Corps of Engineers	Lakewood Township
U.S. General Services Administration	Freehold Township
U.S. Department of the Interior	Spring Lake Borough
New Jersey Department of Environmental Protection	Tinton Falls Borough
New Jersey Department of Transportation	Colts Neck Township
Monmouth County	Eatontown Borough
Monmouth County Parks	Matawan Borough
Middlesex County	Manchester Township
Fort Monmouth Economic Redevelopment Agency	West Long Branch Borough
Long Branch City	Monmouth Beach Borough
Red Bank Borough	Marlboro Township
Sea Bright Borough	Holmdel Township
New Brunswick City	Oceanport Borough
Millstone Township	Fair Haven Borough

Lawyers and Law Firms

Giordano, Halleran & Ciesla	Wilentz, Goldman & Spitzer
Ansell, Grimm & Aaron	Bathgate, Wegner & Wolf
Cleary Giacobbe Alfieri & Jacobs	Hoagland, Longo
Wells, Jaworski & Liebman	Cole, Schotz, Meisel, Forman & Leonard
Becker Meisel	Lindabury, McCormick Estabrook & Cooper
Wasserman, Jurista & Stolz	Davison Eastman & Munoz
McCarter & English	Fox Rothschild
GluckWalrath	McKirby & Riskin
Archer & Greiner	Skoloff & Wolfe
Greenbaum, Rowe, Smith & Davis	Sills Cummis Epstein & Gross
McKenna, DuPont, Higgins & Stone	Scarinci Hollenbeck

Banks and Lenders

Sovereign Bank	TD Bank
Two River Community Bank	New Millennium Bank
Valley National Bank	Wells Fargo
Independence Community Bank	First Commerce Bank
United Bank	Sun National Bank

Corporate and Institutional

K. Hovnanian	Pine Belt Auto Group
J.F. Kiely Construction	Centex Homes
Lennar/U.S. Home	Meridian Health Realty Corporation
Fidelity National Title	Monmouth Conservation Foundation
Saker ShopRites	CentraState Medical Center
CJ Hesse	Trap Rock Industries
Trust for Public Land	USAA Insurance
Travelers Insurance	Work Out World
Sitar Realty Company	H. Hovnanian Industries
PMG	Matrix Development Group
Weeks Marine	Somerset Tire Service
Liberty Mutual Insurance	Wick Company