

ROBERT GAGLIANO, MAI, CRE

PROFESSIONAL QUALIFICATIONS

Designated Member of the Appraisal Institute (“MAI”) #11881, 2002
Member, Counselors of Real Estate (“CRE”), 2008
New Jersey State Certified General Real Estate Appraiser #42RG00137100, 1995
New Jersey Licensed Real Estate Salesperson, 1993
Approved Uniform Appraisal Standards for Federal Land Acquisition (“Yellowbook”) Appraiser
Approved New Jersey Green Acres Appraiser
Approved New Jersey Farmland Preservation Appraiser
New Jersey Approved Small Business Set-Aside Act #56405-20
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

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EDUCATION

Appraisal Institute

All Continuing Education Complete

The Cost Approach: Unnecessary or Vital to a Healthy Practice? – October 2021

Solving Land Valuation Puzzles – Seminar May 2021

A Workout Plan for Scope of Work – Seminar February 2021

Uniform Appraisal Standards for Federal Land Acquisitions – Seminar September 2017

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

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

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	Tinton Falls Borough
U.S. Department of the Interior	Middletown Township
New Jersey Department of Environmental Protection	Colts Neck Township
New Jersey Department of Transportation	Eatontown Borough
NJ Transit	Manchester Township
Monmouth County	West Long Branch Borough
Monmouth County Park System	Monmouth Beach Borough
Middlesex County	Sea Bright Borough
Two Rivers Water Reclamation Authority	Marlboro Township
Fort Monmouth Economic Redevelopment Agency	Holmdel Township
Long Branch City	Shrewsbury Borough
Freehold Township	Manalapan Township
Ocean County Utilities Authority	Atlantic Highlands Borough
Old Bridge Township	Keansburg Borough

Lawyers and Law Firms

McKirdy & Riskin	Hoagland, Longo, Moran Dunst & Doukas
Giordano, Halleran & Ciesla	Cole, Schotz, Meisel, Forman & Leonard
Ansell, Grimm & Aaron	Davison Eastman & Munoz
Archer & Greiner	Fox Rothschild
Greenbaum, Rowe, Smith & Davis	Sills Cummis Epstein & Gross
McCarter & English	Scarinci Hollenbeck
Wilentz, Goldman & Spitzer	Earp Cohn
Bathgate, Wegner & Wolf	Carlin & Ward
DeCotiis, FitzPatrick, Cole & Giblin	Cleary Giacobbe Alfieri & Jacobs
Connell Foley	Nehmad Perillo Davis & Goldstein
McKenna, DuPont, Higgins & Stone	GluckWalrath
Stark & Stark	Marshall, Dennehey, Warner, Coleman & Goggin
McElroy Deutsch	Lomurro Law

Banks and Lenders

Two River Community Bank	TD Bank
Valley National Bank	Mercury Capital
Manasquan Bank	First Commerce Bank

Corporate and Institutional

J.F. Kiely Construction	Pine Belt Auto Group
Stewart Title Guarantee Company	Cardinale Enterprises
Fidelity National Title Group	Hackensack Meridian Health
First American Title Insurance Company	Monmouth Conservation Foundation
Saker ShopRites	CentraState Medical Center
CJ Hesse	USAA Insurance
Trust for Public Land	Community Investment Strategies
CommVault	Coughlin Management
Travelers Insurance	Wick Company
Sitar Realty Company	The Donato Group
Liberty Mutual Insurance	New Jersey Natural Gas
Cardinale Enterprises	Orsted