


# CHRIS GARCIA



 221 Garland Drive, Carlisle, PA 17013

 (717) 579-9225

 chris@garciaappraisal.com

 garciaappraisal.com

## CORE COMPETENCIES

- Property Valuation
- Strategic Planning
- Client Relations
- Change Management
- Data Gathering/Analysis
- Accurate Documentation
- Policy Interpretation/Compliance
- P&L Management
- Team Building/Leadership
- Property Appraisals
- Timeline Management
- Cross-functional Collaboration
- Creative Problem Resolution
- Written/Verbal Communication
- Microsoft Proficient

## PROPERTY TYPES APPRAISED

- Agricultural Land
- Apartment Complexes
- Auto/Truck Dealership
- Bed and Breakfast Facilities
- Car Wash
- Commercial/Industrial Land
- Conservation Easements
- Churches/Religious Facilities
- Day-Care Facilities
- Development Land
- Equestrian Centers
- Farms
- Fitness Centers
- Industrial Facilities
- Hospitality/Hotel/Motel
- Mobile Home Parks
- Medical Offices
- Office Buildings
- Schools
- Service Station/Convenience Stores
- Student Housing
- Parking Garages/Lots
- Residential -Single Family
- Residential Subdivisions
- Restaurants (including fast food)
- Retail Facilities
- Retail/Office Pad Sites
- Self-Storage Units
- Shopping Centers
- Trucking Terminals

**References available upon request.**

## PROFESSIONAL SUMMARY

Self-starting, meticulous and accomplished real estate Appraiser with 15+ years of quantifiable success producing credible and viable results for clients and other intended users of commercial/industrial real estates. Highly proficient at managing the entire life cycle of complex property appraisals; aggregating, analyzing, interpreting and reporting on appraisal data – focusing on streamlined workflows, effective communication, and achievement of desired results. Very flexible and able to adapt quickly to new industry trends, build key relationships and lead high-performance teams to meet/exceed shared objectives. Prioritizes efficiently while juggling multiple competing tasks.

## PROFESSIONAL EXPERIENCE

### Owner/President

**08/2017 – PRESENT**

**Garcia Appraisal Services, LLC – 221 Garland Drive, Carlisle, PA 17013**

Pennsylvania General Certified Appraiser specializing in the production of commercial and/or industrial appraisals exceeding the requirements of the Uniform Standards of Professional Practice of the Appraisal Foundation.

- Hired, trained, and mentored appraisers; managed operations; and critiqued all appraisals, company-wide.
- Taking ownership for all daily operations, including developing client base, managing workflow and valuations of commercial real estate.
- Built long-term relationships with primary lending institutions, attorneys and private clients through direct marketing and referrals.
- Increased company's profits by bringing in additional industrial and commercial appraisals due to personal contacts, sales and networking skills.
- Developed a comprehensive database of comparable market data by forming relationships with market participants.

### Commercial Appraiser

**11/2012 – 08/2017**

**Apex Valuation Services – 1 West King Street, Suite 2, Shippensburg, PA 17257**

Started out as an appraiser trainee in November 2012, and progressed/promoted into more demanding roles of increases responsibilities up to proper commercial appraiser.

- Coordinated with bank officials, clients, and market participants to ensure deadlines, specifications, and accuracy of appraisals.
- Managed the implementation of highest and best use, cost approach, insurable value, sales comparison, and income approaches by conducting direct capitalization and discounted cash flow analysis.
- Completed 300 classroom hours to receive the Certified General Appraiser designation in the Commonwealth of Pennsylvania.
- Successfully logged 4,000+ hours of experience as an assistant to a MAI appraiser (highest designation) appraising commercial and/or industrial properties throughout Central Pennsylvania.

## PROFESSIONAL EXPERIENCE (CONTINUED)

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### Assessor

03/2011 TO 11/2012

**Cumberland County Assessment Office – 1 S. Court House Ave., Carlisle, PA 17013**

Performed Property Condition Assessments in accordance with Standard guidelines for various property types to support client's due diligence associated with their real estate transactions.

- Completed property valuations throughout Cumberland County for ad valorem purposes.
- Prepared technical Property Condition Assessment reports to characterize the physical condition of a facility, including appropriate photographic documentation and probable costs to remedy deficiencies and maintain the facility over a set future term.
- Completed 90 classroom hours to receive the Certified Pennsylvania Evaluator designation in the Commonwealth of Pennsylvania.
- Passed the Certified Pennsylvania Evaluator (CPE) Exam in January 2012.

### Assistant to Appraiser

06/2004 – 03/2011

**DPS, Inc. – P.O. Box 717, Camp Hill, PA 17001**

Assisted in the completion of appraisal reports for all types of properties. Completed 60 classrooms hours to receive Real Estate Salesperson License in Pennsylvania. Passed the Pennsylvania Real Estate Salesperson License in June 2009.

- Conducted site inspections to assess conditions, construction, functional design, and special features of properties.
- Performed sales comparison, income, and cost approach methods to determine current market value for the subject property.
- Represented buyers and sellers of all types of real estate.



## LICENSE(S)

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**Certified General Appraiser, Commonwealth of PA (GA-004203)**

02/2016

**Certified Pennsylvania Evaluator, Commonwealth of PA (AV-002310)**

01/2012

**Real Estate Salesperson, Commonwealth of PA (RS-311727)**

06/2009



## EDUCATION

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**Bachelor of Science in Business Administration**

06/2006

**Albright College – 1621 N. 13<sup>th</sup> Street, Reading, PA 19604**

### REAL ESTATE EDUCATION:

- 2020-2021 7-Hour USPAP Update Course for Non-Residential Real Property, May 2020
- Pennsylvania State Mandated Law for Appraisers, May 2020
- Appraisal of Owner-Occupied Commercial Properties, May 2020
- Income Approach Case Studies for Commercial Appraisal, May 2020
- Introduction to the Uniform Appraisal Dataset, May 2020
- Rural Area Appraisals: Freddie Mac Guidelines & Property Eligibility Requirements, March 2020
- 2018-2019 7 Hour USPAP Update Course for Non-Residential Real Property, January 2018
- Pennsylvania State Mandated Law for Appraisers, January 2018
- Basic Hotel Appraising – Limited Service Hotels, January 2018
- Managing Appraiser Liability, January 2018
- Relocation Appraisal and the ERC Form, January 2018
- 2016-2017 7-Hour National USPAP Update Course, January 2017
- Pennsylvania State Mandated Law for Appraisers, January 2017
- Basic Hotel Appraising – Limited Service Hotels, January 2017
- Appraising Small Apartment Properties, January 2017
- Appraisal of Single Tenant Distribution Centers, March 2017
- General Appraiser Income Approach, September 2015
- 2014-2015 7-Hour National USPAP Update Course, June 2015
- Expert Witness for Commercial Appraisers, May 2015
- Pennsylvania State Mandated Law for Appraisers, April 2015
- Appraisal of Land Subject to Ground Lease, April 2015
- Statistics, Modeling and Finance, November 2013
- Commercial Appraisal Review, October 2013
- Basic Appraisal Principles, February 2013
- 2012-2013 15-Hour National USPAP, January 2013 Basic
- Appraisal Procedures, January 2013

**APPRAISAL LICENSE**

DISPLAY THIS CERTIFICATE PROMINENTLY • NOTIFY AGENCY WITHIN 10 DAYS OF ANY CHANGE

**Commonwealth of Pennsylvania**  
**Department of State**  
**Bureau of Professional and Occupational Affairs**  
**PO BOX 2649 Harrisburg PA 17105-2649**

**20 0707820**

**License Type**  
**Certified General Appraiser**

**CHRIS JOHN GARCIA**  
**221 GARLAND DRIVE**  
**CARLISLE, PA 17013**



**License Status**  
**Active**

**Initial License Date**  
**02/16/2016**

**License Number**  
**GA004203**

**Expiration Date**  
**06/30/2023**

A handwritten signature in black ink, appearing to read "Kelly Johnson".

Commissioner of Professional and Occupational Affairs

A handwritten signature in black ink, consisting of stylized initials.

Signature

ALTERATION OF THIS DOCUMENT IS A CRIMINAL OFFENSE UNDER 18 PA.C.S. § 4911