

## **QUALIFICATIONS OF PHILIP J McGINNIS, CCIM, GAA, ACoM, ALC, e-PRO**

### **GENERAL/EDUCATION -**

Lehigh University, Bethlehem, PA 18015, BA Journalism, May, 1980

Delaware State College, Dover, DE 19901, BS Business Administration, May, 1983

Delaware State University, Dover, DE 19901, Masters, Business Administration, May, 2011

Actively engaged in real estate sales since May, 1980.

Licensed by the Delaware Real Estate Commission as a broker in May, 1985.

Actively engaged in the sales and leasing of commercial property since August, 1981.

Has been actively engaged in real estate appraising since May, 1984.

### **COMMERCIAL REAL ESTATE -**

Graduate of the REALTORS<sup>®</sup> Institute of Delaware (GRI), December, 1982. Has served as Dean of Delaware REALTORS<sup>®</sup> Institute. Has instructed the Commercial-Investment, and Appraisal portions of GRI III program.

Has successfully completed the course requirements, and has been granted the designation of Certified Commercial Investment Member (CCIM) of the Commercial - Investment Real Estate Institute of the National Association of REALTORS<sup>®</sup>. Member of PA - DE - NJ CCIM Chapter. Has served on Board of Directors.

Has successfully completed the course requirements, and has been granted the designation of Accredited Commercial Property Manager (ACoM) of the Institute of Real Estate Management (IREM) of the National Association of REALTORS<sup>®</sup>.

Has successfully completed the course requirements, and has been granted the designation of Accredited Land Consultant (ALC) of the REALTORS<sup>®</sup> Land Institute of the National Association of REALTORS<sup>®</sup>.

Has successfully completed the requirements and been granted the e-PRO Certification of the National Association of REALTORS<sup>®</sup>.

Member of Kent County, Delaware Association of REALTORS<sup>®</sup>. Has chaired committees including Education, Government Affairs, Member Services, Program, Finance, Nominating, and Commercial - Investment. Has served on other committees including MultiList, and Professional Standards. Has served as President, Vice President, Treasurer, Secretary, and President - Elect. Has been named REALTOR<sup>®</sup> of the Year three times.

Member of Delaware Association of REALTORS<sup>®</sup>. Has chaired committees including Issues Mobilization, Member Services, Education, DelPAC Trustees, Government Affairs, and Office Space Working Group. Has served as member of Board of Directors and on Executive Committee. Has served as Dean of the Delaware REALTOR'S<sup>®</sup> Institute. Served as 2002 President. Has been named statewide REALTOR<sup>®</sup> of the Year for 1996.

Member of National Association of REALTORS<sup>®</sup>. Has served on Appraisal Full Committee and Appraisal Education Sub – Committee, Commercial-Investment Committee, Public Policy Coordinating Committee, Private Property, Environment, And Land Use Committee, State and Local Issues Committee, REALTORS<sup>®</sup> Political Involvement Committee, Professional Standards Committee, and REALTORS<sup>®</sup> RPAC Federal Disbursements Trustees. Has Chaired the Public Education Finance Working Group, and the State and Local Issues Committee. Currently member of National Association of REALTORS<sup>®</sup> Appraisal Section. Served as Regional Vice President, Region 3 in 2006.

### **APPRAISAL -**

DELAWARE Certified General Real Property Appraiser, Certificate # X1-0000040, expires October 31, 2015.

MARYLAND Certified General Real Property Appraiser, Certificate # 10096, expires March 3, 2016.

Retired Member Of Council On Real Estate Appraisers, The State Of Delaware Appraisal Regulatory Commission. Appointed December, 1993. Original Term Expired August 8, 1997. Retired September, 2001. Chaired Five Years.

Has Successfully Completed The Experience And Course Requirements, And Has Been Granted The Designation Of General Accredited Appraiser (GAA) By The Real Estate Appraisal Section Of The National Association Of REALTORS®.

Has successfully completed Exam #1A-1, Real Estate Appraisal Principles, Exam #1A-2, Basic Valuation Procedures, and Exam #1B-A, Capitalization Theory and Techniques, Part A, and Exam #1B-B, Cap Theory, Part B, Exam #2-2, Case Studies, and Exam #2-1, Residential Valuation, SPP Parts A and B, Standards of Professional Practice, and Exam #540, Report Writing and Valuation Analysis, all of the Appraisal Institute. Practicing Affiliate of the Appraisal Institute. Has completed the Standards and Ethics continuing education requirements of the Appraisal Institute for Practicing Affiliates.

Registered on Resolution Trust Corporation National Contractor Database as of July 13, 1990.

Expert Witness in Delaware Superior Court, Delaware Family Court, Delaware Court of Common Pleas, Bankruptcy Court, and United States District Court.

### **INSTRUCTOR -**

Math Instructor at Delaware Technical and Community College for the Delaware Sales Licensing Course. Member of Delaware Real Estate Commission Working Group Developing Non – Residential Property Management Program, and Instructs Course. Has taught Appraisal at Wesley College for the Delaware Sales Licensing Course. Has taught Sales, Math, Commercial-Investment, Property Management, and Appraisal for the Delaware Broker's Course. Has taught Commercial-Investment and Appraisal for GRI III.

Has instructed R2/G2, Appraising the Single - Family Residence, at Del Tech Terry Campus.

Presents continuing education seminars for various colleges and REALTOR® associations in Delaware.

Past Member of Delaware Real Estate Commission Education Advisory Committee. Has served as Chairman.

### **OTHERS -**

Served on Kent County Board Of Adjustment (grants zoning variances), Kent County Comprehensive Plan Update Technical Review Committee, Kent County Microchip Processing Plant Site Selection Committee, Kent County Subdivision Sunset Regulation Development Committee, Delaware Wetlands Advisory Committee.