

PETER H. GLOODT, MAI

Gloodt Real Estate Counselors

Illinois Certified Real Estate Appraiser #553.002297

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SENIOR COMMERCIAL REAL ESTATE APPRAISER & VALUATION COUNSELOR

Appraisal Review | Appraisal

Real Estate Consulting | Valuation Counseling

Break it down, make it plain, ...

*bringing understanding out of confusion by using **analytical power** and **effective communication skills** to support individuals/organizations in making strategic commercial real estate investment decisions*

At the core, I am an **advisor** and a **counselor**.

My **advisory service skills** are grounded on an intuitive understanding of how organizations and individuals use, own, and finance commercial real estate investments, on advanced education in finance and real estate appraisal and investment analysis, refined by more than three decades of helping clients through regional and national valuation and hospitality consulting organizations. I listen carefully and actively—to what is said, and to what is not said, guided by eternal principles of economics, finance, valuation, and human nature.

Through the lenses of real estate finance (the “ways & means” of owning and financing real estate investments), most fitting use (long-term strategic “vision” which transcends immediate confusion and complications), and most probable use (the art of the “possible”) I can “see” each party’s perspectives, constraints, and opportunities which I then synthesize through disciplined analysis into actionable insights and recommendations to solve investment problems.

My **counseling skills** are grounded on a passion to help clients and stakeholders improve their lives associated with their investments in commercial and hospitality properties. My well-honed active listening skills and commitment to analytical integrity generate trust from clients and stakeholders— trusted because concerns are heard fully with sensitivity and care; trusted because the analyses, insights, and recommendations are rooted in diligent research, thorough and careful analysis, and thoughtfully written communications; trusted because my advice and counsel are grounded in reality.

CAREER SNAPSHOT

→ **Commercial Real Estate Appraisal, Appraisal Review & Valuation Consulting:** 16 years owning or managing national valuation practices, including building and leading top-performing commercial real estate & hospitality valuation consulting teams.

→ **Commercial Property Types:** Hospitality, office, retail, industrial, residential, development land, mixed-use complexes, subdivisions, entertainment venues, power plants, landfills, environmentally-contaminated properties, pari-mutual racetracks, and redevelopment properties.

→ **Hospitality Valuation and Advisory Services**

Types of Hotels

- Destination resorts
- Full-service hotels
- Luxury full-service hotels
- Boutique hotels
- Convention hotels
- Limited-service hotels
- Conference centers
- Extended-stay hotels

Advisory Services

- Development consulting
- Brand re-positioning
- Analysis of management agreements
- Renovation program value engineering
- Analysis of franchise agreements
- Valuation of intangible assets of hospitality businesses

→ **Complex Ownership Interests:** Ground leases, condominiums, vertical subdivisions, air rights, TIF agreements, zoning entitlements, partial interests, EPA orders of consent, development agreements, and easements.

→ **Valuation Counseling for Dispute Resolution:** Commercial disputes, bankruptcy, and ad valorem assessment.

PROFESSIONAL EXPERIENCE

GLOODT REAL ESTATE COUNSELORS, Lisle, IL	Founder & Executive Director	2021 – Sept-2022 May 2023-Present
Real Estate appraisal review, valuation, advisory, underwriting, & appraisal services to facilitate investment decisions.		
MOUNTAINSEED AMC, Atlanta, GA	Reviewer Manager	March-2022 – May 2023
National real estate appraisal management company (AMC) representing over 500 commercial banks and credit unions.		
INTEGRA REALTY RESOURCES-CHICAGO, Chicago, IL	Director	2011 – 2021
Valuation consulting services for office, retail, industrial, mixed-use, specialty, and undeveloped commercial land.		
Member- Litigation Specialty Practice Group		
GLOODT REALTY ADVISORS, Hinsdale, IL	Founder & Executive Director	2008 – 2011
Advisory services, valuation, underwriting, to facilitate investment decisions, ownership structuring.		
METROPOLITAN PROPERTIES OF CHICAGO, Chicago, IL	Senior Financial Analyst	2006 – 2007
Financial analysis, development underwriting, and acquisitions underwriting.		
WEXTRUST CAPITAL, Chicago, IL	Senior Underwriter	2005 – 2006
Acquisitions underwriting, financial analyses, hard-money loan underwriting, and asset management reviews.		
COUNTRYWIDE COMMERCIAL, Chicago, IL	Loan Underwriter	2005
Credit analyses and collateral valuations for commercial mortgage-based securities (CMBS) loans.		
GLOODT ASSOCIATES, Hinsdale, IL	Founder & Executive Director	2003 – 2005
US REALTY CONSULTANTS – Chicago Hospitality Valuation Practice, LaGrange, IL		2000 – 2003
LANDAUER HOSPITALITY GROUP, Director, Midwest Hospitality Valuation Practice, Chicago, IL		1997 – 1999
GLOODT ASSOCIATES, INC., Founder/Executive Director, Hinsdale, IL		1989 – 1997
PANNELL KERR FORSTER, Manager, Appraisal & Hospitality Consulting, Chicago, IL		1984 – 1988
HAROLD DAVIDSON & ASSOCIATES, Appraiser, Los Angeles, CA		1983 – 1984

EDUCATION & PROFESSIONAL DEVELOPMENT

University of Wisconsin, Madison, WI	Master of Science in Real Estate Appraisal & Investment Analysis
University of Florida, Gainesville, FL	Bachelor of Science- Business Administration in Finance

Licenses & Certifications, Special Training

- MAI Designation, Appraisal Institute
- Certified General Real Estate Appraiser: Illinois, New Hampshire, Massachusetts, Florida
- International Society of Hospitality Consultants (ISHC- inactive)
- Argus Enterprise
- *Introduction to Commercial Appraisal Review*, Certificate of Completion- McKissock Learning (Approval # 575.010445)

Court Qualifications

US District Court for the Northern District of Illinois-Eastern Div., US Bankruptcy Court-Northern and Central Districts of Illinois, Circuit Court of Cook County-County Dept. of Law Div., St. Louis Circuit Court, Michigan Tax Tribunal, Minnesota Tax Court.

Professional Affiliations: Appraisal Institute.

SPEAKING EXPERIENCE, PUBLISHED ARTICLES & ACADEMIC EXPERIENCE

Seminar Speaker

- *Impact of 9/11 and the 2001-2003 Recession on the Value of Hospitality Real Property*, IAAO, Chicago, IL 2003
- *"Where Are the Intangibles?"*--
American Property Tax Counsel (APTC) Fall 2003 Conference, Phoenix, AZ November 2003
- *Valuation Issues Involved With the Appraisal of Troubled Hotels*, HAMA, Atlanta, GA, 2002
- *APTC/USRC Spring 2003 Seminar on Hotel Ad Valorem Valuation Issues*, Chicago, IL 2002
- *Segregation and Valuation of Intangibles Associated with Real Estate*, ABA/IPT New Orleans, LA 1998
- *"Problems in Hotel Valuation: Extracting and Measuring Value Components"*,
IAAO 18th Annual Legal Seminar for the International Association of Assessing Officers, Chicago, IL December 1997

Seminar Developer & Speaker

- Basics of Hotel Appraisal, Pannell Kerr Forster, Houston, TX 1987

Articles

- **Unpublished Paper:** *No Way Out— Cook County Real Estate Tax Practices for Section 42 Low-Income Housing Tax Credit Multi-Family Properties* Unpublished paper 2009
- *"A Look at the Nature of Property Assets in Valuing a Hotel's Real Property"*, Journal of Multi-State Taxation October 2003
- *"Valuation Principles Regarding the Appraisal of Commercial Property for Ad Valorem Tax Purposes"*,
Journal of Multi-State Taxation September 2003
- *When a Hospitality Business is Married to a Real Estate Asset, How Do You Split the Marital Assets in a Divorce?*,
Business Enterprise Anthology, Appraisal Institute 2001

Teaching Experience

- Adjunct Professor: *Appraisal of Commercial Real Estate* (Undergraduate Seminar)
Lewis University, Romeoville, IL October 2009
- Adjunct Professor: *Appraisal Methods* (Undergraduate Course- Senior)
Dept of Finance & Real Estate- DePaul University, Chicago, IL 2004 – 2005
- Adjunct Professor: *Appraisal of Commercial Real Estate* (Undergraduate Seminar)
Moraine Valley Community College, Palos Hills, IL Spring 2004; Summer 2003; Spring 2003; Summer 2002
- Teaching Assistant, *Real Estate Process*, University of Wisconsin- Madison, Madison, WI 1982
- Volunteer Seminar Speaker: Chaplains for Christ Ministry. Seminar series with Cook County Jail inmates covering current topics involving moral, spiritual, family, personal, financial, and business relationships. February 2003 to Present.

Gloodt Real Estate Counselors (GREC) Statement of Purpose

In order to effectively serve our clients, associates, community and owners, the owners and Advisory Board of Gloodt Real Estate Counselors, Inc. (GREC) are committed to honoring the Lord in all we do to the best of our understanding and abilities by operating the company in a manner consistent with Biblical principles.

Gloodt Real Estate Counselors (GREC) Statement on the Sanctity of Human Life

We believe that all human life is sacred and created by God in His image. All human life (created as compatible male and female persons) is of inestimable worth in all its dimensions, including babies in the womb, the aged, the physically or mentally challenged, and every other stage or condition from conception through natural death. We are therefore called to defend, protect, and value all human life (Psalm 139).