

# GARY E. HEILAND II, MAI, AI-GRS

## APPRAISER QUALIFICATIONS

---

### Current Position

Principal and co-founder of Mid-Atlantic Valuation Group, Inc.; York and Wayne, Pennsylvania

### Work Experience

July 2006 to Present - Principal

Mid-Atlantic Valuation Group, Inc.; York and Wayne, Pennsylvania

February 1999 to June 2006 - President

Mid-Atlantic Appraisals; York, Pennsylvania

May 1996 to February 1999 - Associate Appraiser

Weinstein Realty Advisors; York, Pennsylvania

January 1995 to May 1996 - Associate Appraiser

Ratcliffe, Cali, Duffy, Hughes (RCDH) & Company; Philadelphia, Pennsylvania

### Appraisal Certificates and Licenses

Certified General Appraiser, Commonwealth of Pennsylvania #GA001676R

Certified General Real Estate Appraiser, State of Maryland #11203

Certified General Real Property Appraiser, State of Delaware #X1-0000334 (Inactive)

General Appraiser, District of Columbia #GA11461 (Inactive)

Certified General Real Estate Appraiser, State of Ohio #2008000464 (Inactive)

Certified General Real Estate Appraiser, State of New Jersey #42RG00147300 (Inactive)

Certified General Real Estate Appraiser, State of Virginia #4001 013793 (Inactive)

### Education

Bachelor of Science in Business Administration - 1994

Shippensburg University, Shippensburg, Pennsylvania

Major: Real Estate

### Appraisal Institute Courses and Exams Successfully Completed

Appraisal Principles - Course 110

Appraisal Procedures - Course 120

Basic Income Capitalization - Course 310

General Applications - Course 320

Standards of Professional Practice (USPAP), Part A - Course 410

Standards of Professional Practice, Part B - Course 420

Standards of Professional Practice, Part C - Course 430

Advanced Income Capitalization - Course 510

Highest & Best Use and Market Analysis - Course 520

Advanced Sales Comparison and Cost Approaches - Course 530

Report Writing and Valuation Analysis - Course 540

Advanced Applications - Course 550

General Comprehensive Exam

Standards of Professional Practice (USPAP) Update

The Appraiser as an Expert Witness: Preparation and Testimony

### Other Courses and Seminars Completed

USPAP and Pennsylvania Law Updates - Central Pennsylvania Chapter of the Appraisal Institute

## **GARY E. HEILAND II, MAI, AI-GRS**

### **APPRAISER QUALIFICATIONS, CONTINUED**

Pennsylvania Assessment Laws and Procedures - Philadelphia Metropolitan Chapter of the Appraisal Institute  
Pennsylvania Assessment Laws and Procedures - Central Pennsylvania Chapter of the Appraisal Institute  
General Demonstration Report Writing Seminar - Appraisal Institute  
Comprehensive Appraisal Workshop - Ted Whitmer, MAI  
Rates and Ratios: Making Sense of GIMs, OARs and DCF - Ken Lusht, MAI; Central Pennsylvania Chapter of the Appraisal Institute  
Hotel Appraisal Issues on the East Coast - John W. O'Neill, MAI; Central Pennsylvania Chapter of the Appraisal Institute  
Evaluating Commercial Construction - James C. Canestaro, AIA, AICP; Pittsburgh Metropolitan Chapter of the Appraisal Institute  
Appraisal Independence, What Appraisers and Bankers Need to Know to Comply with New Regulatory Guidelines and Procedures - Telephone Briefing; American Bankers Association and Appraisal Institute  
United States Real Estate Landscape - Peter Korpacz, MAI; Central Pennsylvania Chapter of the Appraisal Institute  
New From Old: Common Architectural Styles in South Central Pennsylvania - Bob Heiserman; Central Pennsylvania Chapter of the Appraisal Institute  
Evaluating Residential Construction - James C. Canestaro, AIA, AICP; Central Pennsylvania Chapter of the Appraisal Institute  
Review of Pennsylvania Appraisers Certification Act - Appraisal Institute  
Appraisal Institute Experience Training Seminar - Appraisal Institute, Baltimore, MD  
What Clients Would Like Their Appraisers to Know - Central Pennsylvania Chapter of the Appraisal Institute  
Introduction to Eminent Domain - Central Pennsylvania Chapter of the Appraisal Institute  
Uniform Standards for Federal Land Acquisitions - Maryland Chapter of the Appraisal Institute  
Fair Housing Training - The Virginia Fair Housing Office  
Condemnation Appraising: Basic Principles and Applications - Central Pennsylvania Chapter of the Appraisal Institute  
Appraisal Challenges: Declining Markets and Sales Concessions - Central Pennsylvania Chapter of the Appraisal Institute  
Commercial Appraisal Engagement and Review - Central Pennsylvania Chapter of the Appraisal Institute  
Hotel Appraising, New Techniques for Today's Uncertain Times - Steve Rushmore, MAI, FRICS, CHA; Central Pennsylvania Chapter of the Appraisal Institute

### **Testimony**

Board of Assessment Appeals (Pennsylvania)

Counties of Adams, Allegheny, Beaver, Bedford, Berks, Blair, Bradford, Bucks, Butler, Cambria, Carbon, Centre, Chester, Clearfield, Clinton, Columbia, Crawford, Cumberland, Dauphin, Delaware, Elk, Erie, Fayette, Franklin, Huntingdon, Lackawanna, Lancaster, Lawrence, Lebanon, Lehigh, Luzerne, Lycoming, McKean, Mercer, Monroe, Montgomery, Northampton, Northumberland, Philadelphia, Schuylkill, Snyder, Tioga, Warren, Washington, Wayne, Westmoreland, Wyoming and York

Condemnation Boards of View (Pennsylvania)

Lancaster County and York County

## **GARY E. HEILAND II, MAI, AI-GRS**

### **APPRAISER QUALIFICATIONS, CONTINUED**

Pennsylvania Court of Common Pleas

Allegheny County, Berks County, Clearfield County, Dauphin County, Lancaster County, Lebanon County, Schuylkill County, Snyder County, Wyoming County and York County

United States Bankruptcy Court

Middle District of Pennsylvania

United States District Court

Western District of Pennsylvania

### **Seminars Presented**

“Real Estate Tax Assessment Seminar;” Gary E. Heiland II, MAI and Helen L. Gemmill, Esquire; Harrisburg, Pennsylvania

“Real Estate Tax Assessment Appeals - What You Need to Know;” Gary E. Heiland II, MAI and Randy L. Varner, Esquire; For the Dauphin County Bar Association Lunch and Learn Series, Harrisburg, Pennsylvania

“Assessment Law and Procedure” - Appraisal segment, PBI, Pittsburgh and Mechanicsburg, Pennsylvania

“Property Rights Brought to Light”: Gary E. Heiland II, MAI, AI-GRS and Brian D. Conner, MAI, Walmart Property Tax Summit, Bentonville, Arkansas

### **Published Articles**

“Property Rights Brought to Light: Principles and Misconceptions,” *The Appraisal Journal* (Summer 2019): 190.

“Big Box Retail Properties: Pitfalls of Valuation;” Martin A. Skolnik, MAI and Gary E. Heiland II; International Association of Assessing Officers (IAAO) 1998 Conference Proceedings, Pages 360-372.

### **Committees and Appointments**

President, Central Pennsylvania Chapter of the Appraisal Institute, 2009

Second Vice President of the Central Pennsylvania Chapter of the Appraisal Institute, 2008

Secretary, Board of Directors, Central Pennsylvania Chapter of the Appraisal Institute, 2004

Associate Guidance Chair - General, Central Pennsylvania Chapter of the Appraisal Institute, 2004-2008

Education Committee Member, Central Pennsylvania Chapter of the Appraisal Institute, 2004

Candidate Advisory Committee Member, Central Pennsylvania Chapter of the Appraisal Institute, 2013

Director, Board of Directors, Central Pennsylvania Chapter of the Appraisal Institute, 2002, 2003, 2007, 2012, 2013

National Screener and Experience Review Panel Member for the Appraisal Institute, 2006-2009

Monarch Ridge Architectural Review Committee, 2009-2010

### **Professional Designations**

MAI Membership Designation of the Appraisal Institute (received 2004)

AI-GRS Membership Designation of the Appraisal Institute (received 2015)