

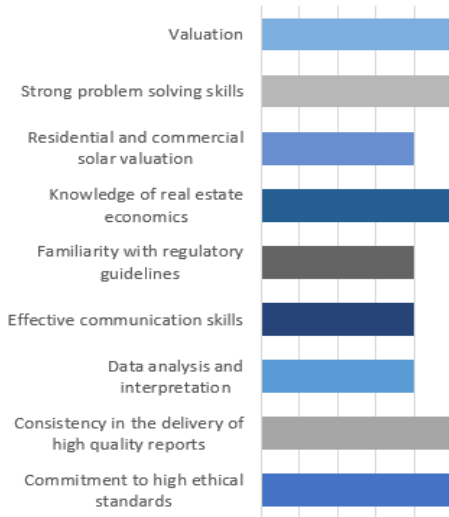


**Tracy Reiss, MAI, LEED AP**  
**CCIM Candidate**  
 COMMERCIAL REAL ESTATE APPRAISER



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Sampling of Skillset



**EXPERIENCE**

**RUBBER CITY APPRAISAL STUDIO | AKRON, OHIO**

Principal Appraiser, Founder April 2014– Present

Develop opinions of value in connection with real property appraisals and consulting assignments including, but not limited to: office; industrial; retail; mixed use; multifamily; special use; high value homes; and vacant land. Specializing in sustainability and real estate, with an emphasis upon the valuation of high-performance buildings and value impacts associated with energy efficiency upgrades.

Relevant and highlighted assignments include:

- **Subject Matter Expert to the National Institute of Building Sciences Multi-Hazard Mitigation Council Committee on Finance, Insurance, and Real Estate.** Collaborated with Fannie Mae, Urban Land Institute Americas, and others to assist in the development of a roadmap toward a collaborative mitigation investment strategy that will help Americans make buildings more resistant to climate change and earthquakes entitled Resilience Incentivization Roadmap 2.0 (release date September 2023).
- **Course Developer for the Appraisal Institute.** Developed, created, prepared and revised materials used in conjunction with online educational offering entitled Online Case Studies in Appraising Green Commercial Buildings (July 2015 to August 2016).
- **Online Instructor for the Appraisal Institute.** Taught international educational offering Online Case Studies in Appraising Green Commercial Buildings, proctored any applicable examinations, and abided by and met all additional requirements, obligations and qualifications related to knowledge and understanding of the subject matter of said course (August 2017 to May 2021).
- **Course Reviewer for the Appraisal Institute.** Online Residential and Commercial Valuation of Solar (2017).
- **Member, Select Committee** in the formulation of the National Appraisal Institute Commercial Green and Energy Efficient Addendum (2015).

**DAVID STAHL, APPRAISERS | AKRON, OHIO**

Supervisory Appraiser and Silent Partner, February 1999– Present

Research, analyze, and draft standard as well as more complex single family residential and multi-family appraisal reports. Manage and oversee general business operations, strategic development, client contacts and relations.

**WILLIAM FALL GROUP | AKRON, OHIO**

Staff Commercial Appraiser, October 2009– June 2014

Develop opinions of value in connection with a variety of commercial real property: retail; industrial; multifamily; special use.

**NATIONAL CITY BANK/PNC BANK | CLEVELAND, OHIO**

Valuation Coordinator, July 2007 – October 2009

Engaged third party appraisers to perform appraisals for financial institutions. Reviewed scope of work determinations, served as liaison between deal team and contracted appraisers, and helped perform appraisal reviews for quality assurance. Began certified general appraisal training serving in this position.

**CHAGRIN RIVER LAND CONSERVANCY | CHESTERLAND, OHIO**

Land Protection Coordinator, September 2000 – February 2002

Collaborated with a diversity of public and private entities to encourage private land conservation on ecologically important areas throughout the watershed. Assisted in financial pro forma on conservation easement formulation.

**DAVEY RESOURCE GROUP | KENT, OHIO**

Environmental Economist, May 1998 – July 2000

Investigated economic, environmental, and social benefits associated with commercial conservation developments, farmland preservation plans. Articulated the economic benefits of trees. Performed feasibility studies and policy analysis for renewable energy programs.

**TRACY REISS, MAI, LEED AP  
CCIM CANDIDATE**  
COMMERCIAL REAL ESTATE  
APPRAISER



Property Valuation

**EDUCATION**



**INDIANA UNIVERSITY**, SCHOOL OF PUBLIC & ENVIRONMENTAL AFFAIRS (SPEA)  
BLOOMINGTON, INDIANA  
1997. MPA, dual Major in Environmental Policy & Natural Resource Management,  
Comparative and International Relations

**WITTENBERG UNIVERSITY**

**SPRINGFIELD, OHIO**

1994. BA in Economics with dual minors in Political Science and Global Studies

**LICENSES AND DESIGNATIONS**



**Certified General Appraiser**, State of Ohio.

**MAI** Designation, The Appraisal Institute.

**LEED AP**, U.S. Green Building Council Accredited Professional.

**CCIM Candidate**, CCIM Institute.

**COMMUNITY INVOLVEMENT**



2023-2024 Ohio Chapter of the Appraisal Institute, Region V Representative  
2019-2022 Muskingum Watershed Conservancy District, Board of Appraisers, Board Member  
2020-2021 Our Lady of the Elms Community Club Executive Board Member  
2017-2019 Our Lady of the Elms Executive Board Member  
2017-2018 Ohio Chapter of the Appraisal Institute, Board of Directors, Director  
2017-2018 Ohio Chapter of the Appraisal Institute, Education Chair  
2017-2018 Ohio Chapter of the Appraisal Institute, Region V Alternate Regional Representative  
2012-2013 Board of Directors, Director, Northeast Ohio U.S. Green Building Council  
2012 Selected Presenter at Ohio Chapter of the Appraisal Institute Economic Summit, Topic Valuation of Green.  
2010 Selected Presenter at International Pan American Valuers Congress, Topic Valuation of Green.

**RECENT CONTINUING EDUCATION**



(full list available upon request)

7 Hour USPAP Update. January 2024. Appraisal Institute.  
Appraising Condos, Co-ops, and PUDs. January 2024. Appraisal Institute.  
Commercial Real Estate Negotiations. November 2023. The CCIM Institute.  
Water-Wise Appraisals: Valuing Water in Real Estate Appraisals. November 2023. Appraisal Institute.  
Market Analysis for Commercial Real Estate. July 2023. The CCIM Institute.  
Preparing to Negotiate. May 2023. The CCIM Institute.  
Impact of Short-Term Rentals on Real Estate. May 2023. Appraisal Institute.  
Subdivision Valuation. January 2023. Appraisal Institute.  
Financial Analysis for Commercial Investment Real Estate. January 2023. The CCIM Institute.  
Valuing Resilience: Identifying Climate Resilience Upgrades in Appraising. January 2023. Appraisal Institute.  
7 Hour USPAP Update. November 2022. Appraisal Institute.  
Expand Your Practice: Arbitration Do's and Don'ts. August 2022. Appraisal Institute.  
Inconsistency: it's Hiding in Plain Sight in Your Commercial Appraisals. March 2022. Appraisal Institute.  
Business Practices and Ethics. December 2021. Appraisal Institute.  
44<sup>th</sup> Annual Economic Seminar, Part 1 and 2. December 2021. Appraisal Institute.  
Property Tax Seminar 2021. July 2021. Appraisal Institute.  
Rapid Response: Market Analysis in Volatile Markets. March 2021. Appraisal Institute.  
Market Conditions Amid the COVID-19 Pandemic – Retail. March 2021. Appraisal Institute.  
43<sup>rd</sup> Annual Economic Seminar, Part 1 and 2. December 2020. Appraisal Institute.  
How Tenants Create or Destroy Value: Leasehold Valuation and its Impact on Value. October 2020. Appraisal Institute.  
Market Conditions Amid the COVID-19 Pandemic (Commercial) and (Residential). May 2020. Appraisal Institute.  
7 Hour USPAP Update. January 2020. Appraisal Institute.  
Fundamentals of Apartment Appraising. September 2019. Appraisal Institute.  
Review Theory, General. April 2019. Appraisal Institute.  
Analyzing Operating Expenses. September 2018. Appraisal Institute.  
Business Practices and Ethics. September 2018. Appraisal Institute.  
Appraisal of Medical Office Buildings. July 2018. Appraisal Institute.  
The Impacts of Tax Reform on Real Estate and Appraisal. December 2017. Appraisal Institute.  
Legal Trends and Issues Impacting Appraisers and Appraisal Firms. December 2017. Appraisal Institute.  
The 40<sup>th</sup> Annual Economic Seminar. December 2017. Appraisal Institute.