

# ERIC REENSTIERNA ASSOCIATES

*Real Estate Appraisers and Consultants*

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## Qualifications of Eric T. Reenstierna, MAI

### Professional Affiliations

Member, The Appraisal Institute - MAI  
Massachusetts State Certified General Real Estate Appraiser #343  
New Hampshire State Certified General Real Estate Appraiser #NHCG-681  
Rhode Island State Certified General Real Estate Appraiser #A00982G

### Education

American Institute of Real Estate Appraisers

Introduction to Appraising Real Property	The High-Tech Appraisal Office
Capitalization Theory and Techniques	Investment Analysis
Standards of Professional Practice	Valuation Analysis and Report Writing
Case Studies in Real Estate Valuation	Detrimental Conditions
Applied Residential Property Valuation	Appraising from Blueprints
Basic Principles, Methods and Techniques	

Brown University; Bachelor of Arts

### Appraisal Experience

**Locales:** Massachusetts - Counties of Suffolk, Middlesex, Essex, Norfolk, Plymouth, Barnstable, Bristol, Worcester, Franklin, Nantucket, Dukes (Martha's Vineyard), Hampshire, Hampden, Berkshire

Rhode Island, New Hampshire, Maine, Vermont, Connecticut

### Property Types

<b>Industrial -</b>	paper recycling plants	warehouses	factories
	barrel yards	laboratories	garages
	tanker terminals	oil depots	junkyards
	rendering plants	landfills	printing plants
	particle accelerator	lumber yards	railroad
	cold storage warehouses	telephone exchanges	mini-warehouses
<b>Commercial -</b>	store blocks	gas stations	offices
	banks	golf courses	parking lots
	auto dealerships	marinas	motels
	hotels	billboards	shopping malls
	roller rinks	health clubs	restaurants
	taverns	car washes	funeral homes
	race track	fast food restaurants	wireless antennas

<b>Recreational And Assembly -</b>	baseball stadium movie theaters roller and skating rinks	race tracks live theater bike paths
<b>School and Non-Profit -</b>	schools and colleges government buildings	churches and temples research institutes
<b>Residential -</b>	houses apartments nursing home	rooming houses condominium conversion homeless shelter
<b>Land -</b>	subdivisions contaminated sites wetland	farmland well sites; reservoirs timber land

**Clients**

<b>Financial -</b>	Arbor National Mt. Washington Bank Boston Capital Mortgage Co. Middlesex Savings Bank F.D.I.C. Morgan Stanley	Bank of America Berkshire Mortgage Century Bank Citizens Bank Sovereign Bank Merrill Lynch Commercial Finance
<b>Private and Corporate -</b>	Exxon Texaco, Inc. Gulf Oil Shell Lincoln Institute of Land Policy Tufts University M.I.T. Price Waterhouse Ducharme, McMillen & Assocs. The Nature Conservancy	Boston Gas Cabot, Cabot, and Forbes TRW, Inc. McDonald's Graham Gund Harvard University University of Massachusetts The Keefe Company Joseph C. Sansone Co. Transit Realty Associates
<b>Law Firms -</b>	Anderson & Krieger Clark, Hunt & Embry Foley, Hoag & Eliot Hale and Dorr Mintz, Levin, Cohn, Ferris, Glovsky & Popeo	Bingham, Dana & Gould Sherin & Lodgen Goodwin, Procter & Hoar Rubin & Rudman Masterman, Culbert & Tully Sullivan & Worcester
<b>Governmental -</b>	Government Service Administration National Park Service U. S. Army Corps of Engineers Mass. D.E.P. Mass. Attorney General Cities of Cambridge, Chelsea, Everett, Newton, Somerville Towns of Arlington, Bedford, Belmont, Brewster, Burlington, Holliston, Lexington, Reading, Watertown, Winchester	U. S. Postal Service Metropolitan District Commission M.B.T.A.

<b>Lecturer</b>	Northeastern University:	Income Property Valuation Real Estate Development
	Ma. Assn. Assessing Officers:	Simple Methods of Income Property Valuation Valuation of Contaminated Parcels

**Articles Authored**

*The Real Estate Appraiser and Analyst* (Society of Real Estate Appraisers, Chicago)

"The Appraisal of Wetlands", 1980                      "Value Spread", 1983

"Monopolistic Advantage", Winter, 1986

*The Appraisal Journal* (American Institute of Real Estate Appraisers, Chicago)

"Alternatives to Point Estimates", 1985                      "The Abutter Approach", 1988

"Risk Assessment", 1996                      "Industrials: The Baseline Model," 1997

"An Argument for Establishing  
a Standard Method of Capitalization Rate Derivation," 2008

*Banker and Tradesman*: various articles, 1991-present

*New England Real Estate Journal*: various articles, 1993-present

*The Reenstierna Associates Report*, editor and author, 1989-present

Articles available at website <http://www.erassoc.com>

**Qualified as Expert Witness**

U. S. District Court, District of Massachusetts  
Superior Courts of Middlesex, Norfolk, Essex, and Barnstable Counties (Mass.)  
Probate Courts: Suffolk and Middlesex Counties (Mass.)  
Rockingham (N.H.) Probate Court  
Massachusetts Appellate Tax Board

**Professional Recognition**

*The Appraisal Journal* (Chicago): Armstrong Award, Best Article, 1996

*Banker & Tradesman* (Boston): 125 Leaders Making A Difference Award, 1998