

Professional Qualifications
JOHN REGAN, MAI

John A. Regan is a founding partner of Petersen LaChance Regan Pino, LLC, a firm providing real estate valuation and consulting throughout New England. The firm's members have a combined experience of over 110 years providing competent services to a myriad of clients.

Mr. Regan began his career working as an entry level property data specialist for R. M. Bradley & Co., Inc. where he gained valuable experience in both fee assignments and mass appraisal (assessment) assignments. He ultimately became a Vice President of the firm and provided appraisal services for numerous public, private and lending institution clients. Over the years he has worked for, or been affiliated with, various firms ultimately becoming an independent practitioner prior to the recent partnership. His client base includes municipalities, lending institutions, private clients (individuals, family and major corporations), real estate investment companies (both cash flow investors and developers) and attorneys. The purpose of the appraisal services rendered include estate planning, estate taxation, divorce proceedings, arbitration, title insurance, financing, IRS filings, ad valorem taxation, real estate tax abatement proceedings and strategic planning (lease negotiation, contract structure and property disposition).

The property uses appraised include existing and/or proposed: suburban and urban retail, shopping centers, net lease properties, automobile dealerships, restaurants, office buildings, multi-family (rental and condominium complexes), mixed-use, urban and suburban industrial, research and development (flex), food processing plants, assisted living facilities, nursing homes, hotels and motels, vacant land (commercial and industrial sites, multi-family sites, single family subdivisions). In addition, he has specific experience in supporting discounts for fractional interests in real estate.

The majority of the properties analyzed have been in Eastern Massachusetts, however, other locations include New Hampshire, Vermont, Rhode Island, Maine, Michigan and Virginia. In addition, as a consultant for a local bulk buyer of mortgages, Mr. Regan evaluated properties in Ohio, Indiana, California and Colorado.

Recent significant assignments indicative of Mr. Regan's work include:

1. Assisting a private client with the valuation of a portfolio for planning, marketing and disposition purposes. The properties include leased retail properties, vacant commercial land, Rite Aid Drug Stores (Zero Cash Flow), limited partnership interests in subsidized housing and time shares in vacation resorts. The assignment included valuation, how best to market the properties and who to hire to do so.
2. Assisting a multi-billion dollar corporation with the valuation of 14 abutting properties to begin the process of negotiation in their quest for expansion. The assignment included establishing a lease rate for an abutting piece of land and setting the frame work for the lease terms. The framework sought to protect the client by avoiding significantly adding value to the abutting parcel should they seek to buy it in the future.

3. Annually valuing over \$1B of commercial and multi-family real estate for the Town of Wellesley Board of Assessors. This entails local and regional analysis of the markets for office, retail, automobile dealerships, vacant land, nursing homes, multi-family and mixed-use properties.
4. Appraising a 39 property retail and mixed-use portfolio in Massachusetts, New Hampshire and Vermont and associated fractional interests for a submission to the IRS as a charitable organization.
5. Appraising an 11 property multi-use portfolio centered in Bangor, Maine and associated fractional interests for estate tax purposes.

WORK EXPERIENCE

Petersen LaChance Regan Pino, LLC, Boston & Danvers, MA -- 2011 - Present

Partner of firm engaged in real estate services including individual and portfolio appraisals, consulting and mass appraisal.

Regan Associates, Newton, MA -- 1995 to 2010

Principal of firm engaged in real estate services including individual and portfolio appraisals, consulting and mass appraisal.

Lipof Real Estate Services, Newton, MA -- 2005 to 2006

Manager of Commercial Division for firm engaged primarily in residential appraisal services.

Marshall A. Dana & Associates, Newton, MA -- 2001 to 2003

Senior appraiser for firm engaged in a variety of real estate services including appraisal, consulting, brokerage and management.

Valuation Associates, Boston, MA -- 1991 to 1994

Vice President of the affiliate of a major brokerage firm (Lynch, Murphy, Walsh & Partners) responsible for the completion of appraisal and consulting assignments.

R. M. Bradley & Co., Inc., Boston, MA -- 1981 to 1991

Starting entry level, ultimately Vice President responsible for the completion of appraisal and consulting assignments in addition to mass appraisal for assessment purposes in several municipalities in Massachusetts.

EDUCATION

Boston College, Chestnut Hill, MA -- 1983

Bachelor of Science - Business Administration

Appraisal Institute -- (1986 - present)

Successful completion of all courses, seminars, testing and demonstration appraisal necessary to complete the requirements for the MAI designation and comply with continuing education requirements for the AI and Commonwealth of Massachusetts licensure.

PROFESSIONAL DESIGNATIONS

Member of the Appraisal Institute (MAI #9185) since 1991

Licensed Broker in Massachusetts (#136328) since 1989

General Certified Appraiser in Massachusetts (#300) since 1992

