

# Petersen LaChance Regan Pino, LLC

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## Professional Qualifications

### Richard K. Pino

**Richard K. Pino, MAI** is a managing partner of Petersen LaChance Regan Pino, LLC (PLRP, LLC), a real estate services firm founded in Boston, Massachusetts in 2011. He has been involved in real estate for over 40 years in the Boston metropolitan area, providing a variety of services to corporate, private and public clients. Mr. Pino's primary areas of focus are real estate valuation, consulting and real estate valuation instruction. Richard K. Pino is a Certified General Real Estate Appraiser in the Commonwealth of Massachusetts (#64).

Mr. Pino has been engaged in valuation assignments involving residential, commercial, industrial, mixed-use, vacant land and special use properties. He has completed valuation assignments for the following purposes: property acquisition and sale, portfolio valuation, bankruptcy, condemnation, partnership and matrimonial dissolution, financing, estate planning, ad valorem and estate taxation, appraisal review and expert opinion. Mr. Pino has substantial experience in easement and other partial interest valuation, as well as special purpose property, corridors, rights of way and environmentally contaminated property valuation. He has also provided real estate appraisal review services for regulatory compliance and valuation credibility, focusing in the area of eminent domain. Mr. Pino has qualified and presented testimony as a real estate appraiser at the Appellate Tax Board and in Land and Superior Courts.

Consulting services are a comprehensive approach to real estate issues, encompassing all the real estate disciplines. Mr. Pino has provided real estate financial and document specific advice including recommendations concerning environmental issues, legal concerns, local and state considerations, tax implications, as well as property specific matters.

Mr. Pino has provided instruction on appraisal and valuation topics. Topics have included property valuation, partial acquisition valuation, easement valuation, corridor valuation, the valuation of properties impacted by environmental contamination and eminent domain valuation in the New England states. He has also provided instruction on the role of the real estate valuation professional in infrastructure projects. Mr. Pino was a valuation subject matter expert involved with developing the International Right of Way Association's (IRWA) online course, Appraisal Concepts for the Negotiator.

Richard Pino grew up in the city of Attleboro, Massachusetts. He began his secondary education at Long Island University in 1976 studying business, including international business at the American University of Rome in 1979 and completed his Bachelor of Arts degree in history in 1982 at Skidmore College. Mr. Pino began formally studying real estate upon graduation with the goal of becoming a real estate appraiser and has since taken over 75 real estate education courses and seminars. These range from the required basic courses for licensure to more advanced courses required by the Appraisal Institute (AI) for the MAI designation. Mr. Pino also has concentrations of education in his areas of interest.

Prior to 1984, Mr. Pino was involved with the development, construction, sales, leasing, management and appraisal of residential and commercial real estate as an independent contractor and in his family's businesses. From 1984, Mr. Pino associated with some of Boston's premier full service real estate firms. These firms include R. M. Bradley, The Niles Company, C. W. Whittier and Spaulding & Slye (S&S). Positions that he held within these firms were Staff Appraiser at R. M. Bradley to Vice President in S&S's Advisory Services Division. Leaving S&S in 1994 with a fellow member of the division, Mr. Pino established Connolly – Pino, Inc., a full service real estate firm that also provided construction and development services. In 2000 he left the company to join Hopson-Pino, Inc., a real estate valuation firm established by his wife, a residential appraiser, to focus on appraisal and consulting services. In 2011 he partnered to form PLRP, LLC with a group of well-respected former associates he worked with at R.M. Bradley.

Mr. Pino holds memberships with the Appraisal Institute and International Right of Way Association. Richard K. Pino is a designated MAI Member of AI and has been associated with the organization since 1984. AI is an organization of real estate valuation professionals. The IRWA is an organization of infrastructure real estate professionals. He has been a member of the organization since 1988. Mr. Pino served on the organization's International Governing Council (2011-2013), as leader of the organization's International Valuation Community of Practice for 2014 – 2016, and as an officer for IRWA's New England Chapter.

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