

New Jersey Realty Advisory Group, LLC

333 State Street, PO Box 807 Perth Amboy, NJ 08861
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August 1, 2013

Jacqueline Kemery
Procurement Supervisor
Homeland Security & General Services
PO Box 230
Trenton, NJ 08625

Re: Blue Acre Super Storm Sandy Acquisitions
Green Acres
Sectors 1-A through 2-H

Dear Ms. Kemery:

In response to the Request For Qualifications (RFQ) regarding Green Acres Appraisal Services dated July 30, 2013, our firm would like to submit a proposal to provide appraisals for this project.

New Jersey Realty Advisory Group, LLC, is a full service Real Estate Appraisal Company servicing central and northern New Jersey. Albert F. Chanese, principal of the firm holds the MAI designation. We perform a wide variety of services for lenders, attorneys, government agencies, corporations and private individuals.

Over the past 15 years, I have completed appraisal assignments for the US Army Corps of Engineers, New Jersey Transit, NJ DEP Green Acres, the City of Long Branch, the City of Jersey City, the Borough of Carteret and Middlesex County Improvement Authority along with the majority of the appraisal assignments for the Bound Brook Flood Control Project and the Passaic River Flood Control Project for the US Army Corps of Engineers.

Our most recent assignment for the US Army Corps (June 2012) included estimating the rental value of 7 acres and a hanger building on Joint Base McGuire Dix Lakehurst (JBMDL) and a 14.8 acre parcel in Marlboro Township. We have also just recently completed 40 residential properties for Blue Acres in the first group of Sayreville properties.

The following pages outline our experience and qualifications which are required to provide these services to the State of New Jersey, Green Acres program.

New Jersey Realty Advisory Group, LLC is covered by General Liability Insurance and E&O Insurance. Copies will be furnished upon request.

Albert F. Chanese is a State Certified General Real Estate Appraisers (RG000106) in the State of New Jersey.

Attachment A – Price Schedule

Line #	Description	Total Price
1	Sector 1-A (Sayreville) 9 properties per Attachment 1	\$ 5,000
2	Sector 2-A (South River) 9 properties per Attachment 2	\$ 6,500
3	Sector 2-B (South River) 10 properties per Attachment 3	\$ 6,500
4	Sector 2-C (South River) 10 properties per Attachment 4	\$ 6,500
5	Sector 2-D (South River) 10 properties per Attachment 5	\$ 5,500
6	Sector 2-E (South River) 10 properties per Attachment 6	\$ 5,500
7	Sector 2-F (South River) 8 properties per Attachment 7	\$ 5,000
8	Sector 2-G (South River) 9 properties per Attachment 8	\$ 5,000
9	Sector 2-H (South River) 10 properties per Attachment 9	\$ 6,000

Technical Proposal

Over the past two month, our firm has completed 40 appraisals in Sayreville, NJ as part of the Blue Acres Buyout program. All appraisal were completed based on the Scope of Work provided by Green Acres, which is similar to that of this Scope of Work. The reports were completed and delivered on time to the state.

Management Overview

Albert F. Chanese is the sole owner of New Jersey Realty Advisory Group, LLC. I would be the primary person responsible for performing all services. I personally have over 25 years' experience in the appraisal field and over 35 years in real estate. I am a Certified General Real Estate Appraiser and hold the MAI designation from the Appraisal Institute having obtained it in 1993. I am a Certified Tax Assessor (CTA) and a member of the International Right-of-Way Association, Urban Land Institute and the New Jersey Association of REALTORS®. I also have a Bachelor of Science degree in Business Administration with a major in real estate from Thomas Edison College in Trenton.

Mr. Chanese oversees two full time appraisers, one support staff (researcher) and one secretary. Jennifer Barany has worked with the firm for two and a half years and provided critical assistance in the inspection and completion of the reports in Sayreville.

Contact Management

I, Albert F. Chanese, would be the primary person responsible for performing all services. I will make all inspection of the individual properties and will be responsible for all value conclusions. Jennifer Barany will also make all inspections and will provide the research in selecting and confirming the sales, along with assistance in writing the reports. Additional staff will be made available as necessary.

Contract Schedule

We will follow the contract schedule as set forth in the scope of work. We will make phone contact with all property owners and will follow up with certified letters. Inspection will be made at the earliest date possible.

Potential Problems

No problems are anticipated. Based on past experience, we believe that we have sufficient staff and support personal to complete the assignment as outlined under the Scope of Work.

Location

333 State Street
P.O. Box 807
Perth Amboy, New Jersey 08861
(732) 853-0271
(732) 853-0273 Fax

The primary contact is Albert F. Chanese, achanese@njrag.com

Organization

Albert F. Chanese, MAI
Jennifer E. Barany, Staff Appraiser
Michael Jeager, Staff Appraiser
Susan Chanese, Researcher, Staff Assistant
Veronica Trouche, Secretary

Experience

The firm was established under the name of New Jersey Realty Advisory Group, LLC in December 2010. Prior to that, the firm operated under the name of Chanese Associates starting in 1994. The company is owned by Albert F. Chanese. We do qualify as a small business firm.

The firm relocated to Perth Amboy, New Jersey in December 2011 and services central and northern New Jersey. Perth Amboy is a diverse community with waterfront development, active downtown business district, industrial properties, both old and new and a residential market consisting of older single family homes to new modern townhouse and condominium developments.

The firm represents several municipalities and county agencies throughout the state including Carteret, Perth Amboy, Jersey City Redevelopment Agency and the Middlesex County Improvement Authority.

We are approved by Green Acres and Yellowbook .

More specific to your request, included is a summary of the various projects that I have worked on over the past 12 months for the US Government, state agencies in New Jersey, county agencies and local municipalities.

Professional Qualifications of Albert F. Chanese, MAI, R/W-AC

PROFESSIONAL EXPERIENCE:

Principal, New Jersey Realty Advisory Group, LLC, formerly Chanese Associates.

Diversified experience includes appraisals of residential, apartment buildings, office buildings, industrial properties, vacant land, nursing homes, auto dealerships and other special use properties, as well as lease analysis and feasibility studies and subdivision analysis. Qualified as an expert witness in the Tax Court of New Jersey, various County Tax Boards throughout New Jersey, Superior Court and commission hearing.

Actively engaged in the real estate industry since 1975.

PROFESSIONAL EDUCATION:

BSBA, with a major in Real Estate, from Thomas Edison State College.

American Institute of Real Estate Appraisers Courses:

- Principles of Real Estate Appraising
- Residential Valuation
- Basic Valuation Procedures
- Income Capitalization I
- Income Capitalization II
- Case Studies & Report Writing - Course 2-2
- Standards of Professional Practice
- Conservation Valuation
- Yellowbook

International Right of Way Association
Course 104: Standards of Practice for the Right of Way Professional
Course 421: The Valuation of Partial Acquisitions

National Association of Independent Fee Appraisers:
Residential Real Estate Appraising Course

PROFESSIONAL CREDENTIALS:

Member, Appraisal Institute, MAI designation, Certificate No. 9636
Certified General Appraiser, State of New Jersey
License No. RG00106 through December 31, 2013
Certified Tax Assessor (CTA)
R/W-AC "Right of Way-Certified Appraiser", International Right of Way Association, IRWA

Qualified Appraiser for NJ Green Acres
Qualified Appraiser for NJ Tideland
Qualified Appraiser - Yellowbook

PROFESSIONAL AFFILIATIONS

Appraisal Institute
Past President, Metro New Jersey Chapter of the Appraisal Institute (2007)
Member: Urban Land Institute (ULI)
Member: International Right of Way Association (IRWA)
National Association of REALTOR®
New Jersey Association of REALTORS®
Middlesex County Chamber of Commerce
Woodbridge Chamber of Commerce

Qualifications Of Jennifer Chanese-Barany:

Professional Experience:

Staff appraiser for New Jersey Realty Advisory Group, LLC, formerly Chanese Associates from March 2011 to present. Diversified experience includes appraisals of residential, small apartment buildings, office buildings, industrial properties and vacant land. Jennifer has completed residential appraisals through Middlesex, Union, Hudson and Monmouth Counties.

Deposit Operations, The Heritage Bank, Hinesville, GA. January 2010-March 2011.

Accounting Intern, Konica Minolta, Ramsey, NJ. September 2008-December 2008.

Actively engaged in the real estate industry since March 2011.

Professional Education:

American Institute of Real Estate Appraisers Courses:

- Basic Appraisal Principles
- Basic Appraisal Procedures
- USPAP
- Business Practices & Ethics
- General Appraiser Sales Comparison Approach
- General Appraiser Market Analysis and Highest & Best Use
- Real Estate Finance Statistics and Valuation Modeling
- Advanced Highest and Best Use
- Cost Approach
- Report Writing
- Income Cap I

BS, with a major in Accounting, from Ramapo College of New Jersey.

Professional Affiliations:

Associate Member, Appraisal Institute.

US Army Corps of Engineers:

Contact Information:

Ms. Carla Wall
US Army Corp of Engineers
10 So. Howard Street, 7th Floor
Baltimore, MD 21201
(410) 962-3205

Timothy B. Hogan
Lead Appraiser, New York District
U.S. Army Corps of Engineers
26 Federal Plaza
New York, NY 10278-0090
(917) 790-6113

Dates of Service:

Since 1997 to present

Current projects include:

EPA Land Lease, Washington Borough, NJ (Baltimore District)
Industrial rent study, Lakehurst Naval Base (Baltimore District)
14.8 acre parcel, Marlboro, NJ (Baltimore District)
Bound Brook Flood Projection Project (Baltimore District)
Lincoln Park Flood Protection Project (Baltimore District)
Caven Point Army Reserve Center, Jersey City (NY District)

I have been working with the US Army Corps on several projects throughout the state. These include the Green Brook Flood Protection Project where I have completed over 100 appraisals on various types of properties from single family homes to large industrial buildings. The majority of these reports are for partial takings and easements; however, a handful included entire takings.

I worked on the Passaic River Flood Control Project in the early 2000's. Several of the appraisals were for full takings; however, the majority included conservation easements.

I also appraised the Army Reserve Based for the Corps as part of the Liberty National Golf Course development where a portion of the base was sold to the Jersey City Redevelopment Agency. I have recently completed the appraisal of the based for the fair market value of the entire site.

Government Services Administration (GSA):

Contact Information: Kevin Legare
GSA
Boston, MA
(410) 962-3205

Dates of Service:

Since 2013

Current projects include: Ft. Monmouth – Main Post

We are currently working with the GSA in the appraisal of the Main Post at Fort Monmouth. The appraisal will include over 1,200 acres and the various buildings that are located on the base.

New Jersey Transit:

Contact Information

Jack Brendlen,
Director of Real Estate
New Jersey Transit
One Penn Plaza
Newark, NJ 07105-2246
(973) 491-8230

Dates of Service:

Since 1995 to present

Current projects include: Union Dry Dock, Hoboken (Waterfront ship yard)
Somerset Train Station (Transit Village Site)
Aberdeen/Matawan Station (Transit Village Site)
County Yards, New Brunswick (New Station, Maintenance yard)
Paterson Mixed Use Properties

I have been involved with the development of the Hudson Bergen Light Rail Project since its inception in 1995. I was the review appraiser for all appraisal reports made on this project from 1995 to 2005 when the initial phases were completed. I have also appraised properties throughout the state for NJ Transit which included full or partial takings. I remain actively involved with appraising for NJ Transit.

Borough of Carteret

Michael Sica, Esq.
Carteret Redevelopment Agency

Dates of Service:

Since 1995 to present

Current projects include: Roosevelt Avenue Redevelopment Project
 Consisting of 72 residential and mixed use properties
 Various Properties thought the Borough

I have been involved with the borough for the past 10 years and continued to provide appraisal services for various types of properties that will be acquired by the borough.

Financial Capability

The firm has financial capability to complete this assignment. New Jersey Realty Advisory Group, LLC has been in existence since December 2010. Prior to changing the name, I operated as a sole proprietor under the name Chanese Associates for 16 years.

Additional Information

See Attached