

# Michel Glower

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## PROFILE

**Real Property Appraiser** of commercial property

**Economic researcher** of housing policy impacts on the US economy

**Consultant** in real property investment optimization

**Educator** real estate, mortgage finance, and economics

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## CREDENTIALS

MAI, Appraisal Institute

Certified General Real Estate Appraiser (NY, FL, OH, MI, PA, VA)

LEED-AP O+M, United States Green Building Council (lapsed 2018)

Certified Distance Education Instructor (CDEI)

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## EDUCATION

The Ohio State University, Columbus, Ohio

- Ph.D., Finance (Real Estate)

Dissertation titled "List Prices, Selling Prices and Days to Closing: The Impact of Seller Motivation", 1995. Published in Real Estate Economics, Winter 1998 issue, with co-authors Donald Haurin and Patric Hendershott.

The Ohio State University, Columbus, Ohio

- M.B.A., Finance

The Ohio State University, Columbus, Ohio

B.S.B.A., Real Estate, B.S.B.A., Accounting (dual degree)

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## EXPERIENCE

President, Global Real Estate Advising and Consulting, INC (GREAC-INC)

June 2010 – present

- Strategy, valuation, and investment consulting services. Complex commercial appraisals, market studies, rent studies, commercial appraisal review.
- Valuation of large and/or specialized properties including multifamily, student housing, correctional facilities, group homes, land available for development, hospitality, and commercial/industrial subdivision, among others.

Senior Vice President and COO, Axiom Corporation

2015 – 2016

Strategy, valuation, and investment consulting services. Complex commercial appraisals, market studies, rent studies, commercial appraisal review.

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**NORTH OFFICE** 237 Lancaster Avenue, Suite 216 • Devon PA • 19333 • EMAIL [mglower@greac-inc.com](mailto:mglower@greac-inc.com)

**SOUTH OFFICE** 3617 Gleneagle Drive • Sarasota, PA • 34238 • CELL 484-951-4081

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**EXPERIENCE,**  
**continued**

Staff Appraiser, First Niagara Bank, N.A., Plymouth Meeting, Pennsylvania  
2012

- Commercial real estate appraisal review; performed internal real estate valuations
- Consistently exceeded monthly production goals by 80% or more.

Professor of Practice, Visiting Research Scholar, Adjunct Professor  
Lehigh University, Bethlehem, Pennsylvania, 2004 – 2010

- Developed and delivered economics and real estate courses in Lehigh's integrated real estate (ire@) program. Prepared course material, taught classes, and mentored students, advised student clubs.

**REALTOR®**

Keim Century 21, Allentown, Pennsylvania (2013-2018)

Comey & Shepherd Realtors, Cincinnati, Ohio (1999-2000)

- Member of a Sales Team; produced brochures, ran ads, interfaced with clients, showed houses, hosted open houses, obtained listings, closed sales.

Housing Policy Analyst, National Association of Home Builders, Washington,  
D.C.

1995 – 1998

- Researched and wrote informational reports, performed technical analyses and econometric studies used to influence the course of legislation. Collected and located housing data, analyzed impact of laws and regulations on housing sector.

Manager, Price Waterhouse, Office of Government Services, Washington, D.C.

1994 – 1995

- Modeled the default and prepayment rates of adjustable rate mortgages, wrote associated sections in the final actuarial report (MMI Report) to the FHA.

Construction Assistant, Korting Enterprises, Columbus, Ohio

Remodeled off-campus student housing converting Victorian-style houses into multiple-unit student apartment buildings. Performed carpentry, drywall, painting and plumbing under supervision.

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**WORK**  
**PERFORMED**

Appraisals: Multifamily (including HUD, FHA and Fannie/Freddie compliant),  
Congregate Housing, Senior Housing, Healthcare, Industrial/Office, Retail,  
Restaurants, Land, Hospitality

Rent Comparability Studies

Feasibility Studies, Investment Analysis, Portfolio Analysis

Market Studies