

Elliot D. Pollack

Elliot D. Pollack is President of Elliot D. Pollack and Company, an economic and real estate consulting firm established in 1987 and based in Scottsdale, Arizona. Mr. Pollack provides a broad range of services in Arizona economics and real estate and maintains the most comprehensive economic database in the state, allowing the firm to conduct economic forecasting, develop economic impact studies, and prepare demographic analyses.

During his career in Phoenix, Mr. Pollack has undertaken extensive economic studies that examined real estate projects from a variety of perspectives. Under contract to the Arizona State Land Department as a Land Disposition Consultant, he provided services in the areas of land valuation, marketability studies, feasibility analysis, infrastructure cost analysis, and commercial lease analysis. Additionally, he has developed models of real estate value appreciation for the Phoenix area that are devoted to assessing alternative land use strategies for property and economic feasibility. He also served as Chief Economist of Valley National Bank for fourteen years prior to establishing his consulting firm. At VNB he developed and maintained the institution's asset/liability model and state and national econometric model; provided local, state, and national economic forecasts to the Board of Directors, businesses, customers, and industry analysts; and served as editor for the bank's monthly economic publication, *Arizona Progress*, as well as the annual *Arizona Statistical Review*.

Currently, the Elliot D. Pollack Company serves as the economics department for Maricopa County, while at the same time serving a broad client base of public and private sector entities that includes law firms, real estate developers, utility companies, and school districts, among many others. Moreover, he has syndicated and master planned numerous properties in Arizona through affiliated companies and is recognized for his expertise in discerning the relationship between real estate trends and land value, usage, and timing for improvements and development. Mr. Pollack monitors construction, sales, and leasing activity in the Phoenix metropolitan area to determine absorption rates and anticipated time frames for market recovery. Beyond these activities, he conducts marketability and supply/demand studies on retail, industrial, and residential properties and is a widely recognized expert in the valuation of fractionalized interests and limited partnerships.

An expert source for economic and real estate matters, Mr. Pollack is a widely sought after member, consultant, and speaker for numerous economic boards and real estate organizations.