



Jeffrey Woerz
Director, Absolute Value Management

Jeff is a lifelong resident of lower Fairfield County, Connecticut and Greater New York. His more than 20-year career spans real estate marketing, real estate sales, appraisal, starting his own appraisal company, acting as a director in an appraisal management company, and creating and developing Absolute Value Property Management (AVPro). AVPro was a natural extension of Jeff's expertise and extensive experience with selling, appraising and renovating complex properties with market externalities and stigmas; including flood damage, mold infestation and contamination.

Jeff's first position in real estate marketing and sales was with Coldwell Banker in 1999, where he was a Licensed Real Estate Agent. In 2006, Jeff left Coldwell Banker to work for Milligan Realty as a Licensed Real Estate Agent. He is still currently affiliated with Milligan. The jump into appraisal came in 2001 when Jeff began work as a Licensed Appraiser with Mitchell, Maxwell & Jackson; and then continued on with Norman Hubbard Appraisals. It was in 2003 that Jeff founded his own appraisal company, which has grown to be a premiere appraisal company for the Connecticut and New York area. In 2011, Jeff partnered with Collin Lord to create and launch Absolute Value Property Management. By combining resources, experience, business affiliations, and expertise, Jeff and Collin were able to start AVPro at a professional level that takes other startups a decade to reach. AVPro was able to serve a wide variety of clients, with any and all variations of services designed to provide comprehensive and integrated property management. In 2013, Jeff was welcomed as Director at Absolute Value Management (AVM) where he was able to expand the geographic span and service level of AVM.

As Director at AVM, one of the largest appraisal management firms in the Northeast, Jeff oversees all assignments within Connecticut and New York. He also actively runs the day-to-day operations of AVPro, now a premiere property management company servicing all real estate sectors including REO, commercial, residential, investment, under construction, to-be-built, facility and property preservation efforts.

Professional Licensure

Certified Residential Appraiser: Connecticut, New York, Florida, Virginia
Licensed Real Estate Agent: Connecticut, New York

Education

Trinity College - Hartford, Connecticut
Bachelor of Economics, Minor in Formal Organizations, 1996

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Collin Lord
President, Absolute Value Management

Collin started his dynamic valuation career in Burlington, Massachusetts with the co-founding of real estate appraisal firm, Grasso Appraisal Services. Between 1986 and 2003, Collin worked to develop Grasso into the largest residential real estate appraisal firm in New England. Grasso Appraisal Services employed over fifty appraisers and ten support staff, who completed in excess of 20,000 appraisals per year.

In 2003, Collin moved on from Grasso to create his own real estate appraisal company, Absolute Value Inc. (AVI). Headquartered in Boston, AVI quickly became a Boston area and Eastern Massachusetts appraisal leader. Through AVI, Collin created a much-needed platform for providing appraisers with training, development and support. His passion for supporting appraisers and promoting growth of the appraisal industry kept him active in managing, teaching, presenting and overseeing appraisal training. During this time, Collin became a Co-Instructor with Regional HUD chief appraiser, Chris Kline, and implemented an appraisal education program with Greater Boston Real Estate Board. Collin expanded AVI's coverage area by creating an Arizona-based appraisal group servicing western Arizona, California and Nevada.

AVI continues to thrive today as a regional real estate appraisal company with expertise in New England valuations. As AVI's Founder, President and Chief Appraiser, Collin continues to be active in management, client development, appraising, consulting and expert testimony in matters of valuation. Collin created Absolute Value Management (AVM) in 2009 to effectively manage his clients' appraisal needs while ensuring compliance is met. Today, Absolute Value Management is New England's largest Appraisal Management Firm with offices in Boston, Massachusetts; Riverside, Connecticut; New York, New York; and Celebration, Florida.

Absolute Value Property Management (AVPro) was launched in 2011 in partnership with career Real Estate Agent, Certified Residential Appraiser and highly successful industry business owner, Jeff Woerz. AVPro is Collin's most successful venture to date.

Professional Licensure

Certified Residential Appraiser - Massachusetts

Education

Bates College - Lewiston, Maine
Bachelor of Science, Geology, 1984

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