

Nathan M. Herbst, C.I.A.O.



LinkedIn: [\[Link\]](#) | Illinois Licensed Real Estate Broker

Professional Profile

Results-driven executive leader with comprehensive expertise in real estate valuation, property tax assessment, and team management. Currently serving as **Chair of the Lake County Board of Review**, with a proven track record of navigating complex Illinois property tax codes, quasi-judicial hearings, and technology implementations. Expert in fostering inter-departmental collaboration and leading large-scale operational improvements.

Core Competencies

- **Assessment Leadership:** Illinois Property Tax Code, PTAB Evidence Review, Exemptions & Omitted Properties.
- **Operational Management:** Team Leadership, Recruitment & Training, Vendor Procurement, Project Management.
- **Strategic Technology:** Tyler Systems (IAS World), Technology Implementation, Data Analysis, CRM (Salesforce/Seibel).
- **Public Relations:** Relationship Management, Stakeholder Liaison, Consultative Sales, Public Speaking.

Professional Experience

Lake County Board of Review | Waukegan, IL

Chair (June 2022 – Present)

- Preside over quasi-judicial hearings to render taxable property value assessments for Lake County parcels.
- Manage the Alternate Member Pool (21), including strategic recruitment, training, and scheduling to ensure board efficiency.
- Serve as the primary Liaison between the Chief County Assessment Officer and The Board of Review and its Alternate Members.
- Earned Certification as Statewide Supervisor of Assessments

Member (June 2021 – May 2022)

- Evaluated appellant and assessor evidence to determine fair market value and equitable assessments.
- Rendered formal decisions regarding property tax exemptions and omitted properties.
- Earned the **Certified Illinois Assessor Officer (C.I.A.O.)** designation.

PTAB Evidence Review Consultant (Jan 2021 – May 2021)

- Prepared comprehensive evidence and comparable searches for Illinois Property Tax Appeal Board (PTAB) hearings.
- Provided technical analysis for the integration of the Tyler System (IAS World).

Baird & Warner | Libertyville, IL

Broker Associate (Dec 2017 – Present)

- Deliver professional real estate valuation and consultation services for residential and investment properties.
- Navigate complex market trends to provide expert advice on property management and renovation.

AIG (SunAmerica) / Prudential Financial | Various Locations

Senior Leadership Roles (Nov 2003 – Dec 2017)

- **Regional V.P. of Wealth Management:** Provided high-level financial consultation and product placement.
- **Team Leader:** Reduced staff turnover from **37% to 12%** through the implementation of new training and retention programs.
- **Internal Wholesaler:** Managed aggressive sales targets and provided technical training for large-scale financial blocks.

Allstate Financial | Vernon Hills, IL

Unit Manager – Image and Document Services (May 2001 – Oct 2003)

- Led a team of **23–30 direct reports** in the design and execution of a department-wide digital imaging and document scanning system.
- Collaborated with vendors to implement new technologies and manage day-to-day data collection functions.

Education & Professional Credentials

- **Certified Supervisor of Assessments (8/26/2025)**
- **Certified Illinois Assessor Officer (C.I.A.O.)** | IAPI
- **Bachelor of Arts** | Colorado State University, Fort Collins, CO
- **Licensed Real Estate Broker** | Illinois (Current)

Technical Skills

- **Assessment Software:** Tyler Systems, IAS World, IMS Lake
- **Business Tools:** Microsoft Office Suite, G-Suite, Salesforce.com, Adobe Acrobat, Gemini
- **Design/Analysis:** Photoshop, Sketchup, Blender, Access, Excel