

Stephen D. Roach, MAI, SRA, AI-GRS

Professional Experience

Principal - Jones, Roach & Caringella, Inc. (previously Jones & Roach, Inc.), since 1986

Appraiser/Consultant - Andrew A. Smith Co., 1979-1986

Mr. Roach has provided appraisal, appraisal review, and consulting services regarding properties located in the California counties of San Diego, Orange, Los Angeles, Riverside, Imperial, San Bernardino, Ventura, Santa Barbara, San Luis Obispo, Kern, San Mateo, Santa Clara, Alameda, Santa Cruz, and Contra Costa. In addition, Mr. Roach has provided such services regarding properties in more than 35 U.S. states, with recent experience in Pennsylvania, Nevada, Arizona, Nebraska, New York, Texas, Tennessee, Indiana, Connecticut, Ohio, and New Jersey.

Expert Witness, Mediation, Arbitration, and Court Experience

Extensive Deposition and Trial Experience

Qualified as Expert Witness:

Superior Court: San Diego, Los Angeles, Ventura, Riverside, Orange, and San Luis Obispo Counties, CA

Federal District Court: San Diego, CA

Federal Bankruptcy Court: San Diego, CA; Phoenix, AZ; New York, NY

Court of Federal Claims: San Diego, CA; Washington, DC

Judicial District Court: Dallas County, TX

Administrative Law Hearing: Los Angeles, CA

Arbitrator for Valuation Matters in San Diego County, CA; Orange County, CA; Los Angeles County, CA, and Honolulu, HI

Have testified in numerous mediations and arbitrations as an expert witness

Professional Affiliations

Member, Appraisal Institute (MAI No. 7490; SRA; AI-GRS)

Currently certified under Appraisal Institute continuing education program

San Diego Chapter Professional Standards/Ethics Education Committee Chair (1993-1995)

Member of Region VII Regional Committee (1993)

Director of San Diego Chapter (1989-1992) and Member of Admissions Committee (1988-1991)

Chief Course Reviewer for Appraisal Institute Courses 510, 700, 705, and 715 (2001-2009)

Chief Course Reviewer for Appraisal Institute Course 310 (1996-2001)

Course Content Expert Team member for Appraisal Institute courses General Appraiser Income Approach/Parts 1 and 2 (2010-current)

Course Content Expert Team member for Appraisal Institute courses The Appraiser as an Expert Witness: Preparation and Testimony, Condemnation Appraising: Principles and Applications, and Litigation Appraising: Specialized Topics and Applications (2010-current)

Chair of Curriculum Subcommittee, National Education Committee (1999-2001); Member (1996-2004)

Member of General Comprehensive Examination Panel (2002-current)

Chair of Education Committee (2017-current); Vice-Chair of Education Committee (2008-2009); Member of Education Committee (1999-2001; 2006-2009) and Qualifying Education Committee (1999-2001)

Chair of International Relations Committee (2010-2014); Vice-Chair of International Relations Committee (2010)

Member of Strategic Planning Committee (2010-current); Vice-Chair of Strategic Planning Committee (2014)

Member of 717 Qualifying Education Reorganization Project Team (2002-2009)

Member of Advanced Education Specification Team (2006-2007)

Chair of Core Competency Project Team (2008-2011)

Member of Governance Work Group (2013-current)

Trustee, Appraisal Institute Education Trust (2015-current)

Member, Appraisal Journal Editorial Board (2016-current)

Member, Body of Knowledge Committee (2016-current)

Member, International Right-of-Way Association (Served as a Director of San Diego Chapter 11 from 1999-2007)

Member, Lambda Alpha International (Honorary Society for the Advancement of Land Economics) (2010-current)

Principal Member, Real Estate Counseling Group of America (2010-current)

Professional Licenses/Certifications

California Certified General Real Estate Appraiser (No. AG002159)
Nevada Certified General Real Estate Appraiser (No. A.0206288-CG)

Educational Background

B.S. degree in Real Estate, San Diego State University - 1978 (Graduated Summa Cum Laude; received 1978 Robert C. Hird II Memorial Scholarship in Real Estate)

Professional Courses Completed:

Capitalization Theory and Techniques	1979, 1986, 1988
Real Estate Investment Analysis	1982
Real Estate Appraisal Principles	1984
Basic Valuation Procedures	1984
Standards of Professional Practice	1984, 1987, 1992, 1999, 2003, 2005, 2007, 2008, 2011, 2013, 2015
Business Practices and Ethics	2008, 2013
Case Studies in Real Estate Valuation	1985
Valuation Analysis and Report Writing	1985
Fundamentals of Separating Real Property, Personal Property, and Intangible Business Assets	2012
International Financial Reporting Standards for the Real Property Appraiser	2012
Review Theory - General	2015

Seminars Attended:

Land Use	1980
Real Estate Risk Analysis	1983
Subdivision Analysis	1984
Appraising Commercial Properties	1985
Appraising for the Institutional Investor	1987
Subdivision Analysis	1987
Valuation of Lease Interests	1987
Faculty Training Seminar	1988
Appraising From Plans and Specifications	1988
Apartment Seminar	1990
Planning and Land Use	1990
Demographics and Feasibility Analysis	1990
Litigation Seminar	1984, 1986, 1989, 1990, 1992, 1994, 1996, 2007
State Licensing and Certification Seminar	1991
Understanding Limited Appraisals & Appraisal Reporting Options: General	1994
Understanding Environmental Contamination in Real Estate	1999
Fair Lending and the Appraiser	1994
OREA Federal and State Laws and Regulations	1995, 1999
Dynamics of Office Building Valuation	1995
Case Studies in Limited Partnership and Common Tenancy Valuation	2002
San Diego Economic Forecast	2006
Legal Aspects of Easements	1984
The Skills of Expert Testimony	1988
Easement Valuation	1990
The Comprehensive Appraisal Workshop	1989
Pan Pacific Congress of Valuers	2004 (Taiwan, R.O.C.), 2006 (USA), 2008 (S. Korea)
Uniform Appraisal Standards for Federal Land Acquisitions	2007
XXV Union of PanAmerican Associations of Valuers Congress	2010
Appraising for the IRS: What you Need to Know	2011
IRS Valuation Summit	2013
Case Studies in Marketability Analysis	2013
The Green Advisory Guide to Valuing High Performance Green Buildings (RECGA)	2013
Determinants of Building Level Returns and Cap Rates (RECGA)	2013
IRWA Annual Valuation Seminar	2014
Converting Income to Value (RECGA)	2014
Dockin' USA - A Spacial Hedonic Valuation of Waterfront Properties (RECGA)	2014
Valuation of Long Term Leased Fee Interests Under Major Buildings (RECGA)	2014

Seminars Attended (continued):

Subdivision Analysis in Southern California	2014
Using Social Media Data in Commercial Real Estate Models (RECGA)	2014
Conflicts of Interest, Complexity, and the Mortgage Crisis (RECGA)	2014
Shale Gas: An Energy Revolution (RECGA)	2014
Science Friction - An Exploration of Vacancy and Value (RECGA)	2014
Recent Trends in Institutional Real Estate and Public and Private Real Estate (RECGA)	2014
Two-Day Advanced Income Capitalization/A	2015
Land Grant System, Water Rights, and Indigenous Peoples (RECGA)	2015
Commercial Building Automation (RECGA)	2015
Overview of Bureau of Land Management (RECGA)	2015
Current Issues in Easements and Eminent Domain (RECGA)	2015
Appraisal of Southwest Art and Collectibles (RECGA)	2015
Going-Concern Gas Station Appraisals	2015
Intangibles Value - Unfinished Business in Need of Agreement	2015
Geo- and Data Visualization - Compelling Stories through the Smart Use of Graphical Tools	2015
Conservation Easement Appraisals for Tax Purposes - Special Problems and Liability Concerns	2015
The Business of Legalized Marijuana and its Real Estate Requirements (RECGA)	2015
The Commercial Real Estate Cycle (RECGA)	2015
Update on Public and Private Real Estate Markets, Capital Flows, Property Performance, and Pricing Trends (RECGA)	2016
Real Estate, Infrastructure, Tourism, and Regulation in Cuba (RECGA)	2016
Serving as an Arbitrator vs. Performing an Appraisal; Practical Considerations	2016
Mock Trial: Prepping for Testimony	2016
Market Analysis - Application into the Overall Appraisal Parts	2016
Historic Districts and Historical Properties: How do they Relate to Value?	2016

Professional Honors

Awarded 2016 James H. Pritchett Award, which recognizes a Designated member of the Appraisal Institute for outstanding contributions to appraisal education or mentoring, with a focus on litigation and condemnation.

Awarded April 2015 Volunteer of Distinction Award for Appraisal Institute Region VII

Awarded 2010 President's Award for outstanding service to the Appraisal Institute

Awarded 2009 Chapter Service Award for outstanding service to the San Diego Chapter of the Appraisal Institute

Awarded 2004 Chapter Service Award for outstanding service to the San Diego Chapter of the Appraisal Institute

Awarded 2003 Dr. William N. Kinnard, Jr., PhD Award for outstanding contributions to Appraisal Institute education

Discussion Leader - 1993 Appraisal Institute Young Advisory Committee Meeting, Washington, DC

Invited Participant - 1991 and 1992 Appraisal Institute Young Advisory Committee Meetings

Other

Stephen D. Roach, MAI, SRA, AI-GRS has completed the Appraisal Institute's *Litigation Professional Development Program* and is listed on the Litigation Professional Development Program Registry on the Appraisal Institute's Web Page.

Stephen D. Roach, MAI, SRA, AI-GRS has completed the Appraisal Institute's *Valuation of the Components of a Business Enterprise Professional Development Program* and is listed on the Valuation of the Components of a Business Enterprise Professional Development Program Registry on the Appraisal Institute's Web Page.

Served on the selection committee for the Robert C. Hird II Memorial Scholarship in Real Estate (SDSU) - 2001-2012

Types of Appraisals/Properties Appraised

Agricultural	Leasehold and Leased Fee Interests	Residential Income Properties
Auto Dealerships	LLC Interests	Residential Subdivision Acreage
Commercial Condominiums	Master-Planned Communities	Restaurants
Contaminated Properties	Mineral Extraction Properties	Retail Centers
Easements	Mitigation and Open Space Land	Regional Malls
Farm and Ranch Land	Mobile Home Parks / Mobile Homes	Reviews
Fractional Interests	Office and Medical Office Buildings	Self Storage Facilities
Historical (Retrospective) Appraisals	Partial Acquisitions	Single Family Residences
Hotels/Motels/SRO Hotels	Partnership Interests	Tidelands Properties
Indian Reservations	Research and Development	Vacant Land
Industrial Properties	Residential Condominiums	Wetlands

Partial List of Clients - Developers and Investors

The Allen Group	General Growth Properties	Pardee Homes
American Assets, Inc.	Genstar Land Company	Phase One Development
American National Investments, Inc.	Griffin Properties	Premier Coastal Development
Bascom Group	Hearthstone Realty Advisors	Raintree Realty, LLC
BHA Properties	Home Capital Development Corp.	Red Mountain Retail Group
Boardwalk Development	Howard Hughes Heirs	Robinhood Development
Bosa Development	Hunt Building Corp.	Sammis Properties
Buie Corporation	Inland American Real Estate Trust	Seymour Lewis Development
Cornerstone Realty Advisors	Inland Western Retail Real Estate Trust	Southern California Financial Corp.
Century West Development	Intergulf Development	Starwood Development, LP
Citicorp Real Estate, Inc.	Janopaul + Block Co.	Sunroad Enterprises
ColRich Development	Kelwood Development Company	Thomas Enterprises
D.R. Horton	Kilroy Realty	Universal Medical Buildings
EastGroup	Legacy Commercial Partners	WAM Development Group
Extra Space Storage	The McMillin Companies	Westwind Development
Farmers and Merchants Trust Co.	Nexus Development Corporation	Western Devcon
Fenton Western Properties	Ocean Pacific Companies	Western Pacific Development
Garden Communities	Ohio State Teachers Retirement Fund	Westfield
Gatlin Development		

Partial List of Clients - Lenders

Bank of America NT&SA	Coast Federal Bank	NationsBank
Bank of California	East West Bank	San Diego National Bank
Bank of San Diego	First Interstate Bank	Security Pacific National Bank
California First Bank	Great American Bank	Union Bank
Century West Development	HomeFed Bank	Wells Fargo Bank
Citicorp Acceptance Company	Imperial Federal Savings Association	Western Financial Savings Bank
City National Bank	Lincoln Savings, F.A.	

Partial List of Clients - Public Agencies

Alameda Corridor-East Construction Authority (ACE)	City of Tustin	San Diego Unified School District
California Dept. of Transportation	Clark County (NV)	San Diego Unified Port District
Cardiff School District	Colton Joint Union School District	Santa Clara Valley Transportation Authority
Centre City Devel. Corp. (CCDC)	County of San Diego	Southeast Economic Devel. Corp.
Chaffey Joint Union HS District	Cucamonga Valley Water District	State of California
City of Chula Vista	Elsinore Valley MWD	Tri-City Healthcare District
City of Corona	Fallbrook Union Elementary District	22nd District Agricultural Association
City of Coronado	Fallbrook Union High School District	United States Air Force
City of El Centro	Nevada Department of Transportation	United States Army Corps of Engineers
City of Escondido	North County Transit District	United States Bureau of Indian Affairs
City of Fontana	Oceanside Redevelopment Agency	United States Bureau of Reclamation
City of Lake Forest	Oceanside Unified School District	United States Department of Homeland Security
City of Moreno Valley	Orange County Trans. Authority	United States Department of Justice
City of Murrieta	Orange County Flood Control District	United States Forest Service
City of Oceanside	Rancho California Water District	United States Internal Revenue Service
City of Ontario	Regents of the University of California	United States Navy
City of Poway	Resolution Trust Corporation (RTC)	United States Postal Service
City of San Buenaventura	Rialto Unified School District	Western Municipal Water District
City of San Diego	Riverside County Transportation Commission	Western Riverside County Regional Conservation Authority
City of Santa Barbara	Riverside County Flood Control Dist.	
City of Santee	San Diego Metropolitan Transit System	
City of Thousand Oaks		

Partial List of Clients - Corporations and Individuals

Ace Parking	Ford Motor Company	McDonalds Corporation
American Hardware Mutual Ins. Co.	Fraser Engineering Corporation	Mobil Oil Corporation
ARCO Petroleum Products Company	General Mills Restaurants, Inc.	Motorola, Inc.
Bob Baker Enterprises	Grace International Church	National Powersport Auctions
Carl Karcher Enterprises	Greyhound Corporation	Nissan Motors Acceptance Corporation
Century Life Church	Highland Capital Management L.P.	NV Energy
Chevron USA	Hobby Lobby	San Diego Gas & Electric Co.
Chicago Title Insurance Company	Honey Baked Ham, Inc.	San Diego Harbor Excursion
Chinese Community Church	Insurance Company of the West	Science Applications International
Circle Line Statue of Liberty Ferry	International Transportation Service	Service Corporation International (SCI)
Coldwell Banker Realty Advisory Services	John Burnham Company	Southern California Edison
Columbia/HCA	Judge Gilbert Harelson (Retired)	Shell Oil
Consolidated Electrical Distributors	Judge Frederic Link	Robert Sinclair
Cost Plus	Judge Ross Tharpe (Retired)	Texaco Oil
Crossword Christian Church	Judge Robert C. Thaxton (Retired)	Veterans of Foreign Wars (VFW)
First American Title Insurance Co.	Kaiser Hospitals	Waste Management Corporation
Fleming Companies	La Salle Partners	YMCA
	Lucky Stores	

Partial List of Clients - Attorneys and Law Firms

Allen Matkins Leck Gamble Mallory & Natsis LLP
Arrache, Clark & Potter
Asaro, Keagy, Freeland & McKinley
Baker & McKinzie
Ballard Spahr LLP
Benjamin, Weill & Mazer
Berger & Norton
Best Best & Krieger
Law Offices of David Boss
Broad & Cassel
Brobeck, Phleger & Harrison
Bronson, Bronson & McKinnon
Burkhalter Kessler Clement & George
Casselman Law Group
Chapman Law Firm
Cox, Castle & Nicholson LLP
Daley & Heft
Dentons US LLP
DLA Piper
Devaney Pate Morris & Cameron, LLP
Ducor Spradling & Metzger
Eischen & Associates
Endeman, Lincoln, Turek & Heater
Epsten & Grinnell
The Foldenauer Law Firm
Foley & Lardner
Glenn, Wright, Jacobs & Schell
Lou Goebel
Golub & Morales
Gordon & Holmes
Gordon & Rees
Grant, Genovese & Baratta, LLP
Greco Traficante Schulz & Brick
Gray, Cary, Ware & Friedenrich
Greenberg Traurig LLP
Grimm, Vranjes, McCormick & Graham
Guevara, Phippard & James
Haight, Brown & Bonesteel
Hart, King & Coldren
Hartnett Law Group
Higgs, Fletcher & Mack
Hillyer & Irwin
Hinchy, Witte, Wood, Anderson
Jennings, Engstrand & Henrikson
K&L Gates
Keeney Waite & Stevens
Kirby Noonan Lance & Hoge
Klinedist PC
Krause Kalfayan Benink & Slavens, LLP
Kring & Chung, LLP
Latham & Watkins
Lempres & Wulfsberg
Lewis, D'Amato, Brisbois & Bisgaard
Lobel, Winthrop & Broker
Lounsbury Ferguson
Luce, Forward, Hamilton & Scripps
Law Offices of Stephen McCue
McKenna & Cuneo
McKenna Long & Aldridge LLP
Meisenheimer Herron & Steele
Metsch & Mason, LLC
Meyers & McConnell
Meyers Nave Riback Silver & Wilson
Miller & Giannini
Miller Barondess, LLP
Monaghan & Metz
Morris, Polich & Purdy
Munger Tolles & Olsen LLP
Murphy & Evertz
Musick Peeler & Garrett LLP
Neil Dymott Perkins Brown & Frank
Olmstead, Hughes & Garrett
Orrick, Herrington & Sutcliffe
Palmieri, Tyler, Wiener, Wilhelm & Waldron
Peterson Law Group
Peterson Martin Reynolds LLP
Pettit Kohn Ingrassia & Lutz
Pillsbury Madison & Sutro
Terry Plummer, Attorney at Law
Procopio, Cory, Hargreaves & Savitch
Raffee Law Group
John H. Reaves, Attorney at Law
Reid Collins & Tsai LLP
Reid & Hellyer
Rockwood & Noziska
Rutan & Tucker LLP
Samuels, Green & Steel, LLP
Saxon, Dean, Mason, Brewer & Kincannon
Schaefer & Smith
Schall, Boudreau, Gore
Schwartz Semerdjian Haile Ballard & Cauley
Sean Schwerdtfeger, Attorney at Law
Seltzer Caplan McMahon Vitek
Sheppard, Mullin, Richter & Hampton
Sierra Club Legal Defense Fund
Silldorf Burdman
Slovak Baron Empey Murphy & Pinkney LLP
Solomon Ward Seidenwurm & Smith
Solomon Minton Cardinal, LLP
Songstad & Randall LLP
Sparber, Ferguson, Ponder & Ryan
Stutz Artiano Shinoff & Holtz
Sullivan Hill Lewin Rez & Engel
Sullivan, Workman & Dee, LLP
Wertz McDade Wallace & Moot
Thorsnes Bartolotta & McGuire
Treitler & Montisano
Turner & Williams
Valorem Law Group
Walker, Wright, Tyler & Ward
Mark Wasser, Attorney at Law
Wasserman, Comden, Casselman & Esensten, LLP
Wilke, Fleury, Hoffelt, Gould & Birney
Wood Smith Henning & Berman LLP
Woodruff, Spradlin & Smart
Worden, Williams
Worley, Schwartz, Garfield & Rice

Instructor Experience (Appraisal Institute Courses and Seminars)

Basic Income Capitalization

San Diego, CA: 11/91, 9/92, 10/93, 6/97, 7/03, 7/04, 6/05, 6/06
Los Angeles, CA: 3/91, 6/95
West Springfield, MA: 4/93
Orlando, FL: 5/94
Tuscaloosa, AL: 9/94
Pittsburgh, PA: 2/95
Phoenix, AZ: 2/96
Washington, D.C.: 8/96, 8/98
Chicago, IL: 6/97
West Palm Beach, FL: 8/99
Seoul, South Korea: 6/01
Seattle, WA: 3/07

General Appraiser Income Approach/Part 1

San Diego, CA: 6/08

General Appraiser Income Approach/Part 2

San Diego, CA: 2/07

Advanced Income Capitalization

San Diego, CA: 9/89, 11/91, 10/92, 6/99, 6/01, 6/07, 6/09, 6/10; 6/11; 6/12; 6/13; 6/14; 5/15, 5/16
Las Vegas, NV: 9/05
Los Angeles, CA: 6/90, 4/94, 7/04
Phoenix, AZ: 4/03
Chapel Hill, NC: 7/91
Dallas, TX: 5/92
Orlando, FL: 10/92
Salt Lake City, UT: 11/97
Portland, OR: 10/01
Dublin, CA: 6/02
Seoul, South Korea: 6/03
Sacramento, CA: 5/06
Chicago, IL: 5/07; 7/10; 9/14
Seattle, WA: 8/09
Chongqing, China: 7/12

Two-Day Advanced Income Capitalization/B

Chicago, IL: 3/15

The Appraiser as an Expert Witness: Preparation and Testimony

San Diego, CA: 12/06, 4/09, 10/10, 6/13, 9/15
Chicago, IL: 5/08
San Jose, CA: 5/10, 7/12
Costa Mesa, CA: 3/12; 4/15
Las Vegas, NV: 4/12
Austin, TX: 5/13
Los Angeles, CA: 11/14
Pleasant Hill, CA: 6/15
Birmingham, AL: 3/16
Houston, TX: 11/16

Litigation Appraising: Specialized Topics and Applications

San Diego, CA: 6/02, 6/05, 10/08; 10/13; 3/15
Birmingham, AL: 4/03
San Jose, CA: 3/04
Las Vegas, NV: 10/04, 3/10, 6/12
Los Angeles, CA: 3/06
Portland, OR: 9/06
Chicago, IL: 5/08
Oakland, CA: 11/08, 2/16
Tucson, AZ: 4/11
Costa Mesa, CA: 3/12
Austin, TX: 11/13
Ruidoso, NM: 10/14
La Palma, CA: 8/16

Complex Litigation Appraisal Case Studies

San Diego, CA: 3/13
Ruidoso, NM: 9/13
Sacramento, CA: 5/15

Condemnation Appraising: Principles and Applications

Las Vegas, NV: 7/09; 9/12
San Diego, CA: 9/09, 8/11; 3/14
Sacramento, CA: 12/09
Costa Mesa, CA: 9/10
Orlando, FL: 10/10
Oakland, CA: 3/11
Austin, TX: 4/14
Pleasanton, CA: 1/15
Ontario, CA: 8/15

Condemnation Appraising: Basic Principles and Applications

Chicago, IL: 10/98, 10/00, 5/04, 8/06
San Diego, CA: 10/98, 6/00, 8/04
Portland, OR: 2/99
Los Angeles, CA: 5/99
Boulder, CO: 6/99
Phoenix, AZ: 5/00
Seattle, WA: 10/00, 9/03
Sacramento, CA: 3/01, 6/05
San Francisco, CA: 3/00, 11/03, 3/05

Condemnation Appraising: Advanced Topics and Applications

Portland, OR: 2/99
Los Angeles, CA: 5/99
Phoenix, AZ: 5/00
San Diego, CA: 6/00, 8/04
Sacramento, CA: 3/01, 6/05
Seattle, WA: 9/03
San Francisco, CA: 3/00, 11/03
Chicago, IL: 5/04, 8/06
Houston, TX: 11/16

**Litigation Assignments for Residential Appraisers: Doing
Expert Work on Atypical Cases**

Dallas TX: 7/15

Litigation Skills for the Appraiser: an Overview

Phoenix, AZ: 04/06

Las Vegas, NV: 10/06

Salt Lake City, UT: 2/07

**Rates and Ratios: Making Sense of GIMs, OARs, and
DCF**

Mission Viejo, CA: 9/03

Portland, OR: 5/04

Phoenix, AZ: 04/06

Las Vegas, NV: 07/07

Contract Rent or Effective Rent: Finding the Real Rent

San Diego, CA: 5/15

Sacramento, CA: 3/16

Appraisal Review - General

Mission Viejo, CA: 8/04

Las Vegas, NV: 10/06

San Diego, CA: 10/07

What Clients Want Their Appraisers to Know

Portland, OR: 9/06

Valuation in Challenging Markets

Washington, D.C.: 09/11

The Dynamics of Office Building Valuation

El Paso, TX: 10/95

Sacramento, CA: 1/96

San Diego, CA: 10/96

Phoenix, AZ: 5/97

Orange County, CA: 10/99

Buellton, CA: 9/01

Office Building Valuation: A Contemporary Perspective

Albuquerque, NM: 1/08

Sacramento, CA: 2/08

Las Vegas, NV: 3/08

Topeka, KS: 4/08

San Diego, CA: 10/08

Irvine, CA: 11/08

Instructor Experience (Other Courses, Seminars, Lectures, and Presentations)

Course Developer/Instructor - Expropriation Appraising: International Center for Land Policy Studies and Training; Taoyuan, Taiwan, Republic of China: 10/04, 10/05, 10/06, 9/07, 4/08, 4/09, 4/10

Course Developer/Instructor - Property Valuation for Property Tax Purposes: International Center for Land Policy Studies and Training; Taoyuan, Taiwan, Republic of China: 11/12, 10/13, 6/14, 6/15, 6/16

Seminar Developer/Instructor - Expropriation Appraising (How Just is Just?): Taiwan Appraisal Institute, Taipei, Taiwan, Republic of China; 11/12

Guest Lecturer at National Taipei University, Taipei, Taiwan: 10/06, 9/07, 4/08, 4/09

Guest Lecturer at National Chengchi University, Taipei, Taiwan: 4/10, 11/12, 10/13, 6/14

Guest Lecturer at SDSU, UCSD, and Point Loma Nazarene University

Course Instructor - Valuation of Contaminated Properties (IR/WA Course 407): San Diego, CA: 11/99

Co-Instructor - The Comprehensive Appraisal Workshop: 1/90

Seminar Developer/Instructor - "Fast and Furious": 6/04

Seminar Instructor - "State Licensing and Certification": 8/91

Seminar Panel Member - "Discounted Cash Flow Analysis in the Homebuilding Industry": 3/93

Seminar Moderator/Panel Member - "The Impact of Hazardous Materials on Real Estate": 9/93

Seminar Panel Member - IR/WA Condemnation Seminar/Case Update: 9/94, 10/95, 6/05 (San Diego, CA); 5/11 (Sacramento, CA)

Seminar Panel Member - "Taking 'Special' out of Benefits": 9/97, 10/97, 1/98

Seminar Panel Member - "Eminent Domain in California", Oakland, CA: 12/05

Seminar Panel Member - "Law of Easements in CA: Legal Issues and Practical Considerations" (Lorman), San Diego, CA: 2/06

Co-Presenter - "Materialization of Protection of Property Rights" (Presentation to 24th Pan Pacific Congress), Seoul, South Korea: 8/08

Seminar Panel Member - "Public Interest Value" (Presentation to American Real Estate Society), Monterey, CA: 4/09

Developer/Presenter - "Considerations for Effective Trial Testimony", Appraisal Institute, Woodside, CA: 5/09

Seminar Panel Member - "Skills for Expert Witness Testimony", Federal Agency Update, Las Vegas, NV: 1/10

Seminar Panel Member - "Involuntary Acquisition of Property in a Down Market", Federal Agency Update, Las Vegas, NV: 1/10

Seminar Moderator/Panel Member - "Recognizing Uncertainty and Valuing Flexibility in Appraisals", XXV Union of PanAmerican Associations of Valuers (UPAV) Congress, Miami, FL: 11/10

Seminar Developer/Instructor - "Condemnation Appraising" (Presentation to China Institute of Real Estate Appraisers and Agents), Beijing, China: 7/11

Seminar Developer/Instructor - "Assessed Value as the Basis of Property Tax" (Presentation to China Institute of Real Estate Appraisers and Agents), Beijing, China: 7/11

Seminar Moderator/Panel Member - "The Quiet Giant: Explaining the Stability of Europe's Largest Real Estate Market" (Presentation to Appraisal Institute Annual Conference), San Diego, CA: 8/12

Co-Presenter - "Discounted Cash Flow Analysis using Discount Rates Loaded for Property Taxes" (Presentation to Real Estate Counseling Group of America), Nashville, TN: 5/13

Co-Presenter - "Mock Trial on a Hypothetical Gifting of Real Estate Matter before the US Tax Court" (Presentation at 2013 IRS Valuation Summit), Los Angeles, CA: 8/13

Seminar Developer/Instructor - "Expropriation Appraising: Specialized Issues and Procedures" Seoul, South Korea; Guangzhou, Peoples Republic of China; Tokyo, Japan; 9/13

Co-Presenter - "Hot Cases & Hot Topics in Condemnation Litigation" (Presentation at 2014 IRWA Annual Valuation Seminar), Montebello, CA: 4/14

Seminar Developer/Instructor - "Marketability Analysis; the Foundation of Highest and Best Use" (Presentation at National Chengchi University), Taipei, Taiwan, Republic of China; 6/14

Seminar Moderator/Panel Member - "Methodology and Discount Rates", Subdivision Analysis in Southern California (Appraisal Institute Seminar), Irvine, CA: 8/14

Seminar Developer/Instructor - "Appraiser Licensing and Regulation in the USA; The Good, The Bad, and The Ugly" (Presentation sponsored by Institute of Land Appraisal, Taiwan; Taipei Association of Real Estate Appraisers; and Land Administration Department of Taipei City), Taipei, Taiwan, Republic of China; 6/15

Developer/Instructor - "Is Excess Rent Intangible?" (Presentation at AI Connect), Dallas, TX: 7/15

Co-Presenter - "Eminent Domain Update: Recent California Case Studies & Condemnation Law" (Presentation to Appraisal Institute Sacramento-Sierra Chapter), South Lake Tahoe, NV: 10/15

Co-Developer/Presenter - "Considerations for Effective Trial Testimony", Appraisal Institute, South Lake Tahoe, NV: 10/15

Co-Developer/Presenter - "What's Wrong with the Law of Severance Damages?", Presentation to CLE International Eminent Domain Institute, San Diego, CA: 2/16

- Co-Developer/Presenter - "Successfully Navigating the Appeals Process", Presentation to California Assessors' Association Conference, San Diego, CA: 4/16
- Co-Developer/Presenter - "The Evolution of Severance Damages in California", Presentation to Appraisal Institute Spring Litigation Conference, Woodside, CA: 5/16
- Seminar Developer/Instructor - "Real Property Appraisal Review in the USA" (Presentation sponsored by Institute of Land Appraisal, Taiwan; Taipei Association of Real Estate Appraisers; and Land Administration Department of Taipei City), Taipei, Taiwan, Republic of China; 6/16
- Developer/Instructor - "What is Fee Simple?" (Presentation at AI Connect), Charlotte, NC: 7/16
- Co-Developer/Presenter - "You Can't Get It Right if You Get the Project Wrong: When and How to Consider (and to Disregard) Project Influence", Presentation to CLE International Eminent Domain Institute, San Francisco, CA: 10/16

Publications - Articles

- Co-Author: "Valuation of Long Term Leases" - *The Appraisal Journal*, Volume LVII, No. 4 (October 1989)
- Co-Author: "Materialization of Protection of Property Rights", Presented to 24th Pan Pacific Congress of Appraisers, Valuers, and Counselors, Seoul, South Korea (2008)
- Author: "Is Excess Rent Intangible?" - *The Appraisal Journal*, Volume LXXXIV, No. 2 (June 2016)

Publications - Books

- Contributing Editor: *Real Estate Valuation in Global Markets* (2010), Published by Appraisal Institute
- Contributing Editor: *The Appraisal of Real Estate, 11th Edition* (1996), *12th Edition* (2001), *13th Edition* (2007-2008), and *14th Edition* (2012-2013), published by Appraisal Institute
- Contributing Editor: *The Dictionary of Real Estate Appraisal, Fourth Edition* (2002), *Fifth Edition* (2009), and *Sixth Edition* (2015) published by Appraisal Institute
- Contributing Editor: *Applications in Litigation Valuation: A Pragmatist's Guide* (2012)
- Contributing Editor: *Review Theory and Procedures: A Systematic Approach to Review in Real Property Valuation* (2015)

Publications - Courses and Seminars

- Co-Developer: *Condemnation Appraising: Basic Principals and Applications*, Appraisal Institute Course (1998)
- Development Team Member: *Litigation Appraising: Specialized Topics and Applications*, Appraisal Institute Course (1999)
- Contributing Editor: *Introduction to Conservation Easement Valuation*, Appraisal Institute Seminar (2009)
- Contributing Editor: *Uniform Appraisal Standards for Federal Land Acquisitions: Practical Applications for Fee Appraisers*, Appraisal Institute Seminar (2002)
- Contributing Editor: *Rates and Ratios: Making Sense of GIMs, OARs, and DCF*, Appraisal Institute Seminar (2002)
- Contributing Editor: *Office Building Valuation: A Contemporary Perspective*, Appraisal Institute Seminar (2006)
- Development Team Member: *General Appraiser Income Approach, Parts 1 and 2*, Appraisal Institute Courses, (2006-2007)
- Contributing Editor: *Litigation Skills for the Appraiser: An Overview*, Appraisal Institute Seminar (2007)
- Contributing Editor: *An Introduction to Valuing Green Buildings*, Appraisal Institute Seminar (2008)
- Contributing Editor: *Capitalization Theory and Techniques Study Guide, Third Edition*, Appraisal Institute (2008)
- Co-Developer: *Condemnation Appraising - Principles and Applications*, Appraisal Institute Course (2008)
- Development Team Member: *Valuation for Financial Reporting*, Appraisal Institute Seminar (2008)
- Development Team Member: *Advanced Income Capitalization*, Appraisal Institute Course (2009-2010)
- Contributing Editor: *Valuation in Challenging Markets*, Appraisal Institute Course (2011)
- Contributing Editor: *International Financial Reporting Standards for Real Property Appraisers*, Appraisal Institute Course (2012)
- Contributing Editor: *Applications in Litigation Valuation: A Pragmatist's Guide* (2012)
- Contributing Editor: *Complex Litigation Case Studies*, Appraisal Institute Seminar (2012)
- Contributing Editor: *International Valuation Standards Overview*, Appraisal Institute Seminar (2013)
- Contributing Editor: *Advanced Income Capitalization, Parts A and B*, Appraisal Institute Seminars (2014-2015)
- Contributing Editor: *Contract or Effective Rent: Finding the Real Rent*, Appraisal Institute Seminar (2014)
- Contributing Editor: *Litigation Assignments for Residential Appraisers: Doing Expert Work on Atypical Cases*, Appraisal Institute Seminar (2015)