

MISSION



MISSION PROPERTY ADVISORS, INC.  
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## Professional Qualifications



**Steven R. Fontes, MAI, CCIM**  
President

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**Direct (951) 656-1100 - Ext. 1**

## **Real Estate Related Employment Background**

- Mr. Fontes has served as President of **Mission Property Advisors, Inc.** since its inception in 2007. **Mission Property Advisors, Inc.** is a commercial real estate service firm based in Southern California specializing in commercial real estate appraisal and commercial real estate brokerage.
- Mr. Fontes served as Vice President of **Reinhart-Fontes Associates, Inc.** from November 1994 through June 2012. Responsibilities included valuation and consultation, appraisal review, business development, staff management and software training.
- Mr. Fontes served as Vice President with **Reinhart & Associates** in Riverside, CA. from January 1991 to October 1994. Responsibilities included valuation and consultation, business development & software training.
- Mr. Fontes served as Assistant Vice President of **Interstate Appraisal Corporation - Riverside Division** from July 1985 to December 1990. Responsibilities during first 1.5 years consisted of data compilation and research. Later responsibilities consisted of commercial & industrial appraisal work with a heavy emphasis on proposed subdivision appraisal and analysis.

## **Professional Real Estate Designations & Affiliations**

- Mr. Fontes is a **Member of the Appraisal Institute**. He has held the **MAI** designation since October 27, 1993. His member number is 10123. To learn more about the MAI designation visit <http://www.appraisalinstitute.org>.
- Mr. Fontes is a **Member of the CCIM Institute**. He has held the **CCIM** designation since November 8, 2000. His member number is 9481. By virtue of holding the CCIM designation, Mr. Fontes is also an affiliate member of the **National Association of Realtors**. To learn more about the CCIM designation visit <http://www.ccim.com>.
- Mr. Fontes is a life member of the **Forensic Expert Witness Association (FEWA)**, Orange County Chapter. FEWA is dedicated to the professional development, ethics, and promotion of forensic consultants in all fields of discipline. To learn more about FEWA visit <http://www.forensic.org>.
- Mr. Fontes is a former member of the **Riverside Chamber of Commerce**. He formerly served for 7+ years as a voting member of the Economic Development Council (EDC) from 2013 until early 2020. He is also a graduate of Leadership Riverside - Class of 2012, a training program for future civic leaders. The Riverside Chamber of Commerce exists to promote a strong local economy on behalf of community residents and Chamber members. To learn more about the Riverside Chamber of Commerce visit <http://www.riverside-chamber.com>.

## **Real Estate Related Licenses Held in the State of California**

- Mr. Fontes is a **Certified General Real Estate Appraiser** and is certified with the State of California Bureau of Real Estate Appraisers (BREAA). He has been state certified since January 16, 1992. His license requires renewal by March 21, 2028. His BREAA ID# is AG001644. To learn more about BREAA visit <http://www.orea.ca.gov>.
- Mr. Fontes is a **Licensed Real Estate Broker** and is licensed with the California Department of Real Estate (DRE). He has been licensed since January 8, 2003. His license requires renewal by January 7, 2027. His Identification Number is 01364228. To learn more about the DRE visit <http://www.dre.ca.gov>.

## **University Level Education & Activities**

- University of California, Riverside (UCR) - Bachelor's Degree in Computer Science 1987
- Served on the UCR Planned Giving Advisory Board 2001 - 2003
- Vested Rights, Property Development Agreements, UCR Extension Course 1988
- Commercial and Industrial Real Estate, UCR Extension Course 1989
- GIS (Geographic Information Systems) in Real Estate, UCR Extension Seminar 1996

## **Appraisal Institute Courses Completed**

- Real Estate Appraisal Principles 1987
- Basic Valuation Procedures 1987
- Standards of Professional Appraisal Practice 1988
- Capitalization Theory & Techniques, Part A 1989
- Capitalization Theory & Techniques, Part B 1989
- Case Studies in Real Estate Valuation 1990
- Report Writing & Valuation Analysis 1990
- Standards of Professional Appraisal Practice, Part A 1991
- Standards of Professional Appraisal Practice, Part C 1998
- Standards of Professional Appraisal Practice, 7-Hour Update (Only most recent noted) 2025
- Business Practices and Ethics (Only most recent noted) 2021
- Appraisal Curriculum Overview 2010
- Real Estate Finance, Statistics & Modeling 2010
- The Appraiser as an Expert Witness: Preparation & Testimony\* 2010
- Litigation Appraising: Specialized Topics & Applications\* 2010
- Condemnation Appraising: Principles and Applications\* 2010
- General Site Valuation & Cost Approach 2024
- Laws & Regulations for California Appraisers 2024
- California Elimination of Bias and Cultural Competency for Appraisers 2024
- Federal and California Statutory and Regulatory Laws for Real Estate Appraisers 2025

\*In 2010 Mr. Fontes became a recipient of a *Litigation Certificate of Completion*.

## **CCIM Institute Courses Completed**

- Financial Analysis for Commercial Investment Real Estate (CI-101) 2000
- User Decision Analysis for Commercial Investment Real Estate (CI-103) 2000
- Investment Analysis for Commercial Investment Real Estate (CI-104) 2000
- Market Analysis for Commercial Investment Real Estate, (CI-102) 2000
- Core Concepts Review, (CCR) 2000

## **California Broker's License Courses Completed**

- Real Estate Practice, Allied Business Schools 2002
- Legal Aspects of Real Estate, Allied Business Schools 2002
- Real Estate Finance, Allied Business Schools 2002
- Real Estate Economics, Allied Business Schools 2002
- Property Management, Allied Business Schools 2002
- Escrow Principles & Practices, Allied Business Schools 2002
- Real Estate Office Administration, Allied Business Schools 2002

## **Appraisal Institute Involvement (Southern California Chapter)**

- Served as President of the Southern California Chapter of the Appraisal Institute 2009
- Served as Vice President of the Southern California Chapter of the Appraisal Institute 2008
- Served as Treasurer of the Southern California Chapter of the Appraisal Institute 2007
- Served as Secretary of the Southern California Chapter of the Appraisal Institute 2000 & 2007
- Served as Immediate Past President of the Southern California Chapter of the Appraisal Institute 2010
- Served on the Board of Directors as Education Coordinator 2001
- Served on the Finance Committee 2001, 2007 & 2008
- Served on the Nominating Committee (Chaired in 2010) 2001, 2010, 2013, 2019
- Served on the Office Committee (Chaired in 2008) 2007 - 2011
- Chaired the Employee Compensation & Benefits subcommittee of the Office Committee 2010
- Chaired the Bylaws Committee 2008
- Chaired the Website Committee 2009 - 2011
- Served on the Board of Directors as a Director 1997 - 1999
- Served as an Admissions Committee member 1994 - 1996
- Chaired Heritage Night, honoring Tom O'Neil, MAI 2009
- Co-chaired Heritage Night, honoring George Hamilton Jones, MAI 2011
- Chaired Heritage Night, honoring Mike Teobaldi, MAI 2014
- Developed the Inland Empire Market Trends Seminar 1998
- Chaired the Inland Empire Market Trends Seminar 1998 - 2005
- Chaired or co-chaired the Summer Conference program 1998 - 2000
- Chaired the 15<sup>th</sup> - 17<sup>th</sup> Annual Golf Tournament 1994 - 1996
- Served as a member of the Candidate Guidance Committee 1989 - 1990
- Served as a Regional Representative 1997 - 1998, 2000 - 2001 & 2008 - 2009
- Served on the National General Appraiser Council, Admissions Committee 2000
- Served on the National Nominating Committee for Region VII (as an Alternate) 2013

## **Real Estate Related Public Speaking**

- Presented on the topic Drone Technology & its Impact on the Appraisal Industry, San Diego AI 2017
- Presented on the topic Drone Technology & its Use in the Right of Way Industry, IRWA 2017
- Presented on the topic of Drone Usage in Real Estate Appraisal Practice, IRWA Annual Valuation Conference 2016
- Presented on the topic of The Perception of Advocacy and Consequences for the Appraiser at the City Club in Los Angeles at the 47<sup>th</sup> Annual So. Cal. Chapter of the Appraisal Institute Litigation Seminar 2014
- Presented office & industrial market overview and discussed regulatory requirements when dealing with lenders to the Inland Empire Chapter of the Risk Managers Association, Victoria Club, Riverside 2014
- Presented market overview of So. Cal. Office & Industrial Markets to Greater So. Cal. CCIM Chapter 2011
- Moderated 20+ SCCAI events in 2009 in role as Chapter President 2009
- ARGUS lease analysis software training to Lee & Associates brokers 2001 & 2002
- Presentation on Real Estate Appraisal to the Inland Empire Community Foundation 2002
- Moderated a panel discussion on Charitable Gift Giving in Real Estate, Omni Hotel, Los Angeles 2001
- Office Market Overview to the Inland Empire Building Owners & Managers Association (BOMA) 2000
- Moderated the Appraisal Institute's Inland Empire Market Trends Seminar, Ontario Convention Center 1998 - 2005
- Presented an overview of Mello-Roos Bond Financing to Chapter 5 of the Appraisal Institute 1988
- Overview of Vested Rights/Development Agreements to Chapter No. 5 of the Appraisal Institute 1989

## **Real Estate Related Articles**

- Appraising in the Inland Empire, The Business Press 1998
- Residential Subdivision Development, The Business Press 1999

## **Expert Witness<sup>1</sup> Testimony Experience**

<b>Testimony</b>	<b>County/Venue</b>	<b>Court</b>	<b>Case Number</b>	<b>Entity Name</b>	<b>Year</b>	<b>Classification</b>
• Deposition	San Bernardino	Superior Court	CIVSB 2111705	Kasner v. Atilano	2025	Defendants
• Trial (Bench)	Orange	Superior Court	30-2020-01143420	Debra Myers	2024	Plaintiff
• Deposition	Orange	Superior Court	30-2020-01143420	Debra Myers	2023	Plaintiff
• Deposition	Riverside	Superior Court	CVRI 2201982	Secured Income	2024	Defendant
• Deposition	San Bernardino	Superior Court	CIVSB2121132	Wala	2023	Plaintiff
• Trial (bench)	Los Angeles	Superior Court	19GDCV00813	Cicindelae, Inc.	2023	Plaintiff
• Deposition	San Bernardino	Superior Court	CIVDS 1720699	Agcon, Inc./Cornerstone	2021	Defendant
• Trial (bench)	San Bernardino	Superior Court	CIVDS 1725255	KG Investment, LLC	2020	Defendant
• Deposition	San Bernardino	Superior Court	CIVDS 1725255	KG Investment, LLC	2019	Defendant
• Deposition	Los Angeles	Superior Court	BC 664871	450 S. Western, LLC	2019	Defendant
• Trial (jury)	Los Angeles	Superior Court	BC 601845	EP Monterey	2018	Defendant
• Deposition	Los Angeles	Superior Court	BC 601845	EP-Monterey	2018	Defendant
• Deposition	Riverside	Superior Court	PSC1301341	Yardley	2018	Plaintiff
• Deposition	Los Angeles	Superior Court	BC549326	Corona Summit	2016	Plaintiff
• Deposition	San Bernardino	Superior Court	CIVDS 1313906	Hesper v. Shoraka	2015	Plaintiff
• Deposition	Orange	Superior Court	30-2013-00677012	Zander v. Brand	2015	Plaintiff
• Trial (bench)	San Francisco	U.S. Bankruptcy Court	13-32456-DM	Arce Riverside, LLC	2014	Creditor-Chap.11
• Trial (bench)	Las Vegas, NV	U.S. Bankruptcy Court	12-17965-MKN	B-NGAE1, LLC	2013	Debtor-Chap.11
• Deposition	San Bernardino	Superior Court	CIVRS 1200081	AP-Transpark, LLP	2013	Defendant
• Trial (bench)	San Bernardino	Superior Court	CIVDS 1103352	AP-Colton, LLC	2013	Plaintiff
• Deposition	San Bernardino	Superior Court	CIVDS 1103352	AP-Colton, LLC	2013	Plaintiff
• Trial (bench)	Riverside	Superior Court	INC 1200769	Fresh & Easy	2013	Plaintiff
• Trial (bench)	San Bernardino	Superior Court	CIVVS 701366	Van Berg	2012	Defendant
• Trial (jury)	San Bernardino	Superior Court	CIVVS 1102008	Adelanto Public Util.	2012	Plaintiff
• Deposition	San Bernardino	Superior Court	CIVVS 1102008	Adelanto Public Util.	2012	Plaintiff
• Deposition	San Bernardino	Superior Court	CV 081705	Grubb & Ellis	2005	Defendant
• Deposition	Riverside	Superior Court	RIC 372935	Van de Laar	2005	Plaintiff
• Deposition	San Bernardino	Superior Court	SCVSS 82679	Atlantic Richfield	2004	Defendant
• Deposition (percipient)	San Diego	Superior Court	GIC 773979	2,022 Ranch, LLC	2004	Defendant
• Trial (bench)	Riverside	Superior Court	RIC 347484	Huang v. Wahler	2002	Defendant
• Deposition	Riverside	Superior Court	RIC 347484	Huang v. Wahler	2002	Defendant

<sup>1</sup> All testimony experience noted above was as an expert witness, unless otherwise noted.

## **Real Estate Related Seminars Attended**

Mr. Fontes has attended over 200 real estate related seminars, courses & meetings since 1986.

## **Property Type Experience Involving Appraisal & Consulting Assignments**

- Auto Dealerships & Auto Service Projects
- Bank Branch Buildings
- Board & Care Facilities
- College Campuses
- Condemnation Related Valuation Assignments
- Convalescent Homes
- Conventional, Bond Financed, Section 8 & LIHTC Apartment Projects
- Eminent Domain Related Valuation Assignments
- Expert Witness Testimony & Consultation (Forensic Valuations)
- Fast Food Restaurants & Single Tenant NNN Leased Investments
- Food Plant/Cold Storage Facilities, Proposed & Existing
- Gas Station/Mini-Mart Facilities
- Highest & Best Use/Feasibility Analyses for Vacant Land Parcels
- Historic residential and commercial properties
- Hotels & Motels
- Industrial Buildings/Projects (Single & Multi-Tenant)
- Industrial Master Planned Projects (Including CFD/Mello-Roos Bond Financed)
- Land (Commercial/Industrial, Multi-Family, Residential, Specific Plan, Open Space, Park, Conservation/Habitat)
- Lease Dispute Resolution
- Leasehold & Sandwich Ground Leased Mixed Use Projects
- Lumberyards
- Mixed Use Projects
- Mobile Home Parks
- Office & Medical Office Buildings (Proposed & Existing, Single & Multi-Tenant)
- Proposed & Existing, Anchored & Non-Anchored Retail Shopping Centers
- Proposed Condominium & Planned Unit Development Projects
- Public Agency Valuation & Consultation
- Redevelopment Agency Valuation & Consultation
- Residential Master Planned Communities (Including CFD/Mello-Roos & A.D. Bond Financed)
- Right of Way Valuation Assignments
- Schools (Preschools, Elementary Schools, Middle Schools & High Schools), Existing & Proposed Construction
- Self-Storage Facilities (Single & Multi-Level)
- Single-Family Residential Subdivisions (Proposed & Existing, Entry-level to High-End Custom)
- Single Family Homes (Proposed, Existing & Models)
- Photovoltaic Solar and Wind Parks
- Specialized Market Research & Analyses
- Tax Appeals
- Truck Terminals
- Uniquely Constructed & Special Purpose Properties

## **Primary Geographic Service Areas – Southern California**

- Riverside County (Including the Lower Desert/Palm Springs/Coachella Valley area)
- San Bernardino County (Including the Upper Desert/Victorville/Victor Valley area)
- Orange, Los Angeles & San Diego Counties
- Bay Area & Central California Regions are also serviced on occasion at the request of certain clients

**Steven R. Fontes, MAI, CCIM**  
**Seminars, Courses & Meetings Attended From 1986 to Present**

**1986**

Real Estate Appraisal Principles, February 1987

**1987**

Basic Valuation Procedures, September 1987

**1988**

Standards of Professional Appraisal Practice, June 1988

**1989**

Capitalization Theory & Techniques, Part A, June 1989

Capitalization Theory & Techniques, Part B, August 1989

**1990**

Case Studies in Real Estate Valuation, July 1990

Report Writing & Valuation Analysis, August 1990

**1991**

Appraisal Regulations of the Federal Banking Agencies, February 1991

Title Insurance Workshop, April 1991

Standards of Professional Appraisal Practice, Part A, May 1991

**1992**

Valuation of Leased Fee Interests, June 1992

The Subdivision Seminar, July 1992

**1993**

Appraiser's Complete Review Seminar, January 1993

The Operating Expenses Seminar, April 1993

The Construction Costs Workshop, August 1993

**1994**

Pending Regulatory and Governmental Changes, January 1994

Appraisal Business Management, May 1994

Defensive Appraising, May 1994

Critical Building Inspections, May 1994

Summary, Restricted and Evaluation Appraisal Reports, August 1994

Understanding Limited Appraisals – General, August 1994

Experience Review Training Program, September 1994

The Partial Acquisition Seminar, September 1994

**1995**

Appraising Land in Southern California Seminar, March 1995

California's Appraisal Licensing Law - A.B. 527 and FIRREA, September 1995

The Appraiser in Cyberspace - Using the Internet, October 1995

**1996**

The Southern California Market Trends Seminar, January 1996  
Fourth Annual Right of Way Valuation Conference (IRWA), March 1996  
The Operating Expenses Seminar, August 1996  
The 29<sup>th</sup> Annual Litigation Seminar, November 1996

**1997**

The Southern California Market Trends Seminar, January 1997  
Loss Prevention - Error and Omissions Insurance Update, April 1997  
Litigation Skills for the Appraiser: An Overview, May 1997  
1<sup>st</sup> Annual Inland Empire Market Trends Seminar, June 1997  
Feasibility of Residential Development Projects, August 1997  
Appraisal of Fast Food Franchises, August 1997  
Small Hotel/Motel Valuation Seminar, October 1997

**1998**

The Southern California Market Trends Seminar, January 1998  
2<sup>nd</sup> Annual Inland Empire Market Trends Seminar, June 1998  
The Appraiser's Role in the Redevelopment Process, August 1998  
The Wall Street Connection – Trends in Real Estate Debt & Equity Markets, August 1998  
The Technical Inspection of Residential Real Estate, August 1998  
CCIM's - Your Valuation Advantage, August 1998  
Standards of Professional Appraisal Practice, Part C, October 1998

**1999**

3<sup>rd</sup> Annual Inland Empire Market Trends Seminar, June 1999  
Single-Tenant Net Leased Properties, August 1999  
The Appraisal of Skilled Nursing Facilities, August 1999  
Attacking and Defending an Appraisal in Litigation, August 1999  
California's Appraisal Licensing Law - A.B. 527 and FIRREA, September 1999

**2000**

The Southern California Market Trends Seminar, January 2000  
4<sup>th</sup> Annual Inland Empire Market Trends Seminar, June 2000  
The Psychology of Expert Testimony, September 2000  
Recent Trends in Master-Planned Communities, September 2000

**2001**

CCIM Internet Site to Do Business Seminar (Web-based GIS & Demographics), January 2001  
The Operating Expense Seminar, February 2001  
Bridging the Gap: Marketability Discounts for Real Estate Interests, May 2001  
Inland Empire Planned Giving Roundtable, The Planned Giving Audit, May 2001  
    Western Regional Planned Giving Conference, June 2001  
    The ABC's of Planned Giving  
    Uncovering Your Donor's Forgotten Real Estate  
    The State of the Estate Tax  
5<sup>th</sup> Annual Inland Empire Market Trends Seminar, June 2001  
Graham-Leach Bliley Act (Information Privacy Seminar), September 2001  
The Internet & Technology Issues and the Appraiser, November 2001

**2002**

Case Studies in Limited Partnership and Common Tenancy Valuation, May 2002  
6<sup>th</sup> Annual Inland Empire Market Trends Seminar, June 2002  
Current Issues in Land Development, October 2002  
Tax Wise Exit Strategies in a Hot Real Estate Market, October 2002  
Litigation Seminar, November 2002

**2003**

Economic Outlook 2003, Hosted by The Private Bank at Bank of America, January 2003  
Invited participant in the strategic planning meeting for the newly formed Center for Sustainable Suburban Growth at the University of California, Riverside, University Extension Center, January 2003  
7<sup>th</sup> Annual Inland Empire Market Trends Seminar, June 2003  
Uniform Standards of Professional Appraisal Practice (USPAP) Update, June 2003  
Business Practices & Ethics, July 2003  
Appraisal of Local Retail Properties, October 2003  
Scope of Work, Expanding Your Range of Services, October 2003

**2004**

1031 Exchange Seminar, Inland Valley Association of Realtors, January 2004  
Market Value Implications of the Multi-Species Habitat Conservation Plan, March 2004  
8<sup>th</sup> Annual Inland Empire Market Trends Seminar, June 2004  
CCIM Facilitating the Transaction Conference, October 2004  
    Challenges & Opportunities of Networking  
    Retail Marketing & Property Exchange  
    From Opportunity to Listing to Sale  
    Investor Analysis Techniques

**2005**

Planned Transportation Improvements for the Inland Empire, March 2005  
Uniform Standards of Professional Appraisal Practice (USPAP) Update, March 2005  
9<sup>th</sup> Annual Inland Empire Market Trends Seminar, June 2005  
Contemporary Approaches to Land Seminar, June 2005  
Real Estate Finance Value & Investment Performance Seminar, August 2005  
Proposed Changes to IRS Rules in Valuing Conservation Easements, August 2005  
The Valuation of Leases, Leaseholds and Leased Fee Estates, September 2005

**2006**

Scope of Work: Expanding Your Range of Services, July 2006  
How You Count, July 2006

**2007**

Uniform Appraisal Standards for Federal Land Acquisitions, January 2007  
“Win-Win” Negotiations, March 2007  
Explore the Many Online Research Sources for Appraisal Information, May 2007  
10<sup>th</sup> Annual Inland Empire Market Trends Seminar, June 2007  
An Appraiser’s Primer to the International Building Code, August 2007  
Valuation and the Internal Revenue Service (IRS), August 2007  
Golf Course Valuation, October 2007  
Uniform Standards of Professional Appraisal Practice (USPAP) Update, November 2007  
40<sup>th</sup> Annual Litigation Seminar, November 2007

## **2008**

Business Practices & Ethics, February 2008  
Valuing High Performance “Green” Real Estate, May 2008  
Summer Conference, July 2008  
Leadership Training for the Appraisal Institute, Chicago, August 2008  
An Introduction to Valuing Green Buildings, November 2008  
41<sup>st</sup> Annual Litigation Seminar, November 2008

## **2009**

Billboard & Land Lease Analysis on Tribal Lands, January 2009  
Los Angeles & Orange County Market Trends Seminar, January 2009  
The Appraisers Role in Public Acquisitions, February 2009  
Valuation Issues in Eminent Domain in the Current Market, March 2009  
Analyzing Sales Contracts, March 2009  
Capital Markets and Commercial Real Estate, May 2009  
Valuation Issues of Real Property Damages, May 2009  
12<sup>th</sup> Annual Inland Empire Market Trends Seminar, June 2009  
15<sup>th</sup> Annual Summer Conference & Trade Show, July 2009  
Subdivision Valuation, a Comprehensive Guide to Valuing Improved Subdivisions, August 2009  
Commercial Real Estate, Supply and Demand, August 2009  
Condemnation - Partial Takes & Super Fund Sites, September 2009  
Business 101 for the Expert Witness, September 2009  
Introduction to Valuation for Financial Reporting, October 2009  
Special Purpose Properties Seminar, October 2009  
An Expert Witness Primer, November 2009  
42<sup>nd</sup> Annual Litigation Seminar, November 2009  
Mastering Cap Rates in Today’s Market, December 2009  
Uniform Standards of Professional Appraisal Practice (USPAP) Update, December 2009

## **2010**

Defending an Appraiser in a Lawsuit, March 2010  
Appraisal Curriculum Overview, May 2010  
Let's Talk Property Tax, May 2010  
13<sup>th</sup> Annual Inland Empire Market Trends Seminar, June 2010  
Real Estate Finance, Statistics & Modeling, June 2010  
How to Systemize Your Business, June 2010  
The Appraiser as an Expert Witness: Preparation & Testimony, August 2010  
Litigation Appraising: Specialized Topics & Applications, August 2010  
IRS Valuation Summit, August 2010  
Condemnation Appraising: Principles and Applications, September 2010  
One Good Graph is Worth 1,000 Adjustment Grids, November 2010  
43<sup>rd</sup> Annual Litigation Seminar, November 2010  
OREA Update and Enforcement Issues, November 2010

## **2011**

Market Overview of the Southern California Office & Industrial Markets (speaker for CCIM), Jan. 2011  
14<sup>th</sup> Annual Inland Empire Market Trends Seminar, June 2011  
Analyzing Tenant Credit Risk & Commercial Lease Analysis, July 2011  
17<sup>th</sup> Annual Summer Conference – Commercial Session, July 2011  
Supporting Capitalization rates, August 2011  
Uniform Standards of Professional Appraisal Practice (USPAP) Update, October 2011

## **2012**

Tapping the Unrealized Potential of Gifts of Real Estate, February 2012

Timely Appraisal Topics - Niche Areas of Practice, May 2012

ALTA Surveys and Beyond, May 2012

15<sup>th</sup> Annual Inland Empire Market Trends Seminar, June 2012

45<sup>th</sup> Annual Litigation Seminar, November 2012

## **2013**

EB-5 Financing Promotes New Developments, April 2013

Business Practices and Ethics, April 2013

What You Must Know About AB1103 & SB1186, AIR Commercial R.E. Association, May 2013

16<sup>th</sup> Annual Inland Empire Market Trends Seminar, June 2013

2013 IRS Valuation Summit, August 2013

Carving Out Your Legal Niche: Do's and Don'ts of Litigation, Webinar, October 2013

Appraising Cell Towers, Webinar, December 2013

Uniform Standards of Professional Appraisal Practice (USPAP) Update, December 2013

## **2014**

What the Latest USPAP Changes Mean to You, March 2014

California's Land Use Entitlement Process, April 2014

17<sup>th</sup> Annual Inland Empire Market Trends Seminar, June 2014

Narrated Long Beach Port Tour by Boat, Sponsored by AIR, July 2014

47<sup>th</sup> Annual Litigation Seminar (speaker), November 2014

## **2015**

Nossaman's 2015 Eminent Domain Seminar, March 2015

18<sup>th</sup> Annual Inland Empire Market Trends Seminar, June 2015

Federal and California Statutory and Regulatory Law Course, June 2015

48<sup>th</sup> Annual Litigation Seminar, November 2015

Uniform Standards of Professional Appraisal Practice (USPAP) Update, December 2015

## **2016**

IRWA - What You May Not Know About Temporary Constructions Easements, April 2016

CCIM - 1031 Exchange Update, April 2016

Cost Approach Analysis utilizing Marshall & Swift Cost Manual, April 2016

19<sup>th</sup> Annual Inland Empire Market Trends Seminar, June 2016

IRWA – Annual Valuation Conference, April 2016 (speaker, Topic – Drone Usage)

Historical Districts & Historical Properties, San Diego Chapter of the Appraisal Institute, September 2016

Connect Inland Empire, Economic & Investment Update, Chino Airport, October 2016

49<sup>th</sup> Annual Litigation Seminar, November 2016

## **2017**

Associating with Appraisers & Attorneys in Southern California, March 2017

Anatomy of an Appraiser's Deposition, April 2017

20<sup>th</sup> Annual Inland Empire Market Trends Seminar, (committee member & attendee), June 2017

4 Hour Federal & California Statutory & Regulatory Law Course, October 2017

Business Practices & Ethics, October 2017

Four Useful Topics for Appraisers, November 2017

Drone Technology and Use in the Right of Way Industry (speaker for IRWA), November 2017

Drone Technology and its Impact on the Appraisal industry (speaker for San Diego AI), November 2017

Uniform Standards of Professional Appraisal Practice (USPAP) Update, December 2017

**2018**

21<sup>st</sup> Annual Inland Empire Market Trends Seminar, June 2018

**2019**

What Does and Doesn't Work for Appraisers at Deposition and Trial, IRWA Chapter 57, April 2019

Uniform Standards of Professional Appraisal Practice (USPAP) Update, December 2019

**2021**

2021 IRS Summit, September 2021

2021 Appraiser Liability 101: Essential Concepts, September 2021

Business Practices and Ethics - Virtual, December 2021

Uniform Standards of Professional Appraisal Practice (USPAP) Update, December 2021

**2022**

55<sup>th</sup> Annual Litigation Seminar, November 2022

**2023**

Southern California Apartment Market – Regulatory Changes and Market Conditions, May 2023

55<sup>th</sup> Annual Litigation Seminar, November 2023

**2024**

31<sup>st</sup> Annual LA/OC Market Trends Seminar, January 2024

General Appraiser Site Valuation and Cost Approach, February 2024

2024-2025 7-hour National USPAP Update Course, February 2024

California Elimination of Bias and Cultural Competency for Appraisers, February 2024

Laws and Regulations for California Appraisers, February 2024

26<sup>th</sup> Annual Inland Empire Market Trends Seminar, June 2024

Contracts Strategy Seminar: Lease Agreements, AIR CRE, August 2024

Contracts Strategy Seminar: Purchase and Sale Agreements, AIR CRE, August 2024

**2025**

32<sup>nd</sup> Annual LA/OC Market Trends Seminar, January 2025

27<sup>th</sup> Annual Inland Empire Market Trends Seminar, June 2025

10<sup>th</sup> Annual SCCAI and IRWA Chapter 57 Joint Luncheon and Program, June 2025

Visible Value. Invisible Risk on Industrial & Multifamily, September 2025

Federal and California Statutory and Regulatory Law of Real Estate Appraisers, October 2025

2026-2027 7-hour National USPAP Update Course, December 2025

Appraisal Institute on Artificial Intelligence, December 2025

**2026**

33<sup>rd</sup> Annual LA/OC Market Trends Seminar, January 2026

AI on AI, completed March 2026

11<sup>th</sup> Annual Joint Luncheon Program SCCAI & IRWA Chapter 57

Getting Your House in Order: Deposition Preparation for the Appraiser in a Virtual World, March 2026

28<sup>th</sup> Annual Inland Empire Market Trends Seminar, June 2026

Business Practices & Ethics, July 2026