

PROFESSIONAL APPRAISAL QUALIFICATIONS OF STEVEN J. DECKER, MAI, ASA-BV



FOCUS OF RECENT EXPERIENCE:

Mr. Decker has over 30 years of experience in real estate and business valuation with financial institutions, developers, pension fund advisors, attorneys, and governmental agencies. Recent valuation assignments include appraisals for market value, market rent, and valuation discount (for family limited partnership interests). Geographic areas currently covered include Southern and Northern California, Nevada, Texas, and Arizona with a focus on Los Angeles and Orange Counties. He is also experienced with the ARGUS computerized cash flow analysis program.

PROPERTY TYPES: Properties appraised include the following:

Office Buildings	Medical Buildings
Apartment Buildings	Vacant Land
Shopping Centers	Industrial Warehouses
Hotels	Industrial Parks
Department Stores	Restaurants
Auto Sales Facilities	Marinas
Condominium Complexes	Golf Courses
Bank Branch Buildings	Residential Subdivisions
Single Family Residences	Condominium Units

OPERATING BUSINESS TYPES: Operating businesses appraised include the following:

General Contractor	Veterinary Hospital
Service Firms	Law Firms
Wholesalers	Real Estate Holding Co.
Manufacturers	Securities Holding Co.

EMPLOYMENT HISTORY:

2016-Present	S J Decker Associates, Inc. Principal Appraiser and Consultant, Culver City, California. The firm specializes in commercial real estate and business appraisal with a staff of three.
1991-2015	Steven J. Decker & Associates, Principal Appraiser and Consultant, Culver City, California. The firm specializes in commercial real estate and business appraisal with a staff of three.
1988-1990	Cushman & Wakefield, Senior Appraiser, Los Angeles, California. Responsible for large commercial real estate assignments and team leader for portfolio projects.
1985-1988	Merrill Lynch Capital Markets, Investment Banking Associate and Project Manager, Los Angeles, California. Responsible for portfolio analysis of leased properties and due diligence analysis of real estate investment companies and REITs.
1984-1985	California First Bank, Appraisal Officer Beverly Hills, California.
1981-1983	Security Pacific Mortgage Corporation, Real Estate Analyst, Los Angeles, California.

PROFESSIONAL AFFILIATIONS:

MAI Member of the Appraisal Institute, (MAI #7761, March 1988), Chairman, Proctoring Committee, Southern California Chapter of the Appraisal Institute (1992), Co-Chairman, Proctoring Committee (2001)

ASA Member (Accredited Senior Appraiser, Business Valuation & Real Property) of the American Society of Appraisers (ASA # 20401, November 2010 and December 2014), Los Angeles Area Chapter, Board Member & Treasurer (2013 & 2014)

Certified General Real Estate Appraiser, State of California, Certificate No. AG005655, expires September 16, 2024

Licensed Real Estate Broker, License No. 00820242,
License expires October 27, 2025

SPEAKING: Guest Lecturer, Claremont McKenna College
Seminar Presenter, Los Angeles Chapter of ASA

EDUCATION: Claremont McKenna College, Claremont, California,
Bachelor of Arts in Economics in 1981, minor in
accounting and business law

PUBLICATIONS: "Valuation Issues in Fractional Real Estate Interests
and Partition Cost Analysis." Real Property E-
Journal, (Issue 6, 2014): 1-7.

"Fractional Interest Valuation: An Empirical
Approach." *Valuation* (Spring 1998): 21-28.

"Discounted Cash Flow Analysis and the Appraisal
Process: The Application of Probable Investment
Value." *The Real Estate Appraiser and Analyst*
(Winter 1985): 13-18.

EXPERT WITNESS TESTIMONY:

Mr. Decker has been deposed by opposing legal
counsel with regard to over 14 Chapter 11
Bankruptcy and civil cases. He has also testified, with
cross-examination, in bankruptcy trials and jury trials
relating to a civil cases. He has also qualified as an
expert witness in Federal Bankruptcy Court and
Superior Court in Los Angeles and Orange Counties.

TECHNICAL TRAINING/SEMINARS:

Appraisal Institute:

- 1A-1 Real Estate Appraisal Principles
- 1A-2 Basic Valuation Procedures
- 1B-A Capitalization Theory & Techniques A
- 1B-B Capitalization Theory & Techniques B
- 2-1 Case Studies in Real Estate
- 2-2 Valuation Analysis and Report Writing
- 2-3 Standards of Professional Practice
- 8-2 Residential Valuation
- 101 Introduction to Appraising Real Property
- 102 Applied Residential Valuation

210 Principles of Income Property Valuation
202 Applied Income Property Valuation
530 Advanced Sales Comparison and Cost
Approaches
Introduction to Cash Flow & Risk Analysis
Litigation Seminar
Shopping Center Seminar
Appraisal Review Seminar
Subdivision Seminar
The Appraiser as Expert Witness Seminar
Appraisal Reporting of Complex Residential
Properties Seminar
Market Trends Seminar
Special Purpose Properties Seminar
Graphs and Statistics Seminar
Business Practices Seminar
USPAP Update Seminar

American Society of Appraisers:

BV201 – Introduction to Business Valuation - Part 1
BV202 – Introduction to Business Valuation - Part 2
BV203 – Business Valuation Case Study
BV204 – Advanced Topics in Business Valuation
Legal Aspects of Business Appraisal Seminar
The Market Approach for Small Business Seminar
IRS Symposium on Valuation Issues Seminar

UCLA Extension Courses:

Managerial Accounting
Microcomputer Applications for Real Estate
Financial Analysis
Property Management
Real Estate Finance

International Right of Way Association:

403 Easement Valuation
603 Understanding Environmental
Contamination in Real Estate
Annual Right of Way Valuation Conferences

PARTIAL LIST OF CLIENTS:

Bryan Cave LLP
California Housing Finance Agency
CALTRANS
Chase Bank

Citicorp Real Estate
City National Bank
Lagerlof, Senecal, Gosney & Kruse, LLP
Law Offices of Bruce Givner, Esq.
Goldrich & Kest, LLC
Hahn & Hahn LLP
Hinojosa & Wallet LLP
Hochman Salkin Toscher Perez P.C.
Hoffman Sabban & Watenmaker
Holland & Knight LLP
Internal Revenue Service, L.A. District
Irell & Manella LLP
JP Morgan Chase Bank N.A.
Lagerlof, Senecal, Gosney & Kruse, LLP
Loeb & Loeb LLP
Long Beach Unified School District
Luce, Forward, Hamilton & Scripps LLP
Maginnis Knechtel & McIntyre LLP
McKenna Long & Aldridge LLP
Mitchell, Silberberg & Knupp LLP
Soto Provision, Inc.
Southern California Edison
Wells Fargo Bank
Westwood Financial Corp.
Weinstock Manion
Wolf, Rifkin, Shapiro, Schulman & Rabkin, LLP.

Current as of September 12, 2022