

# QUALIFICATIONS OF ATOM LEVI, MAI, SRA

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## EDUCATION

### COLLEGE:

1995. Bachelor of Arts (BA). Business Administration. National University, Sacramento, California.  
 1974. Associates in Arts (AA). Real Estate/Business. College of the Sequoias, Visalia, California.  
 1973. California Real Estate Certificate. Issued jointly by College of the Sequoias, California Division of Real Estate and the California Real Estate Association.

### APPRAISAL/VALUATION: (Please see notes below)

<i>COURSES</i>	Year
Review Case Studies – General (5 days)	2019
Residential & Commercial Valuation of Solar (2 days)	2017
@ Course 421 - The Valuation of Partial Acquisitions (4 days)	2016
@ Course 803 - Eminent Domain Law Basics for the Right of Way Professional (2 days)	2016
@ Course 431 - Problems in the Valuation of Partial Acquisitions (1 day)	2016
Litigation Appraising: Specialized Topics and Applications (2 days)	2013
Fundamentals of Separating Real Property, Personal Property, and Intangible Business Assets. Course 833	2012
The Appraiser as an Expert Witness: Preparation and Testimony. Course 700GRE	2010
Condemnation Appraising: Principles & Applications. Course 715GRE	2009
General Market Analysis and Highest and Best Use. Course N400G	2009
Uniform Standards of Federal Land Acquisition: Practical Applications (The "Yellow Book")	2006
Standards of Professional Practice (USPAP) Course 410, Part A	2004
* Market Analysis X	1986
* Industrial Valuation VII	1985
* Rural Valuation VIII	1981
* Investment Analysis IV	1981
* Advanced Capitalization II	1974
* Capitalization 1-B	1973
* Introduction 1-A	1971

#### Reoccurring:

7-Hour National Uniform Standards of Professional Appraisal Practice (USPAP) Update Course: 2019, 2017, 2015, 2013, 2010, 2006, 2005, 2004, 2003  
 Business Practices & Ethics: 2016, 2006, 2003, 1999, 1996, 1993, \*1990

<i>SEMINARS</i>	Year	<i>SEMINARS</i>	Year
2016 Economic Forecast	2016		
The Uniform Appraisal Dataset from Fannie Mae and Freddie Mac	2011	Extreme Appraising: (Valuing An Unstable Property In An Unstable Market)	2014
Residential Market Conditions: Using FNMA Form 1004MC	2009	Evaluating Commercial Construction	2009
2009 Economic Forecast	2009	2008 Summer Conference	2008
Summer Conference: Commercial Business Practices, Bonds, Confidentiality	2006	Effective Appraisal Writing	2004
Current Issues & Misconceptions In Appraising / The Essentials-What Every Appraiser Should Know	2004	Land Valuation Adjustment Procedures & Land Valuation Assignments	2003
Case Studies In Commercial Highest and Best Use	2002	Real Estate Value Cycles – AI Course 739	2001
Understanding Limited Appraisals and Appraisal Reporting Options: Residential HUD Reporting	1995	Spring Seminar: Automated Valuation, Mello Roos, State Stat. Data, and Digital Photos. (Mr. Levi was one of the presenters)	1998
Subdivision Analysis	1993	Appraisal Reporting of Complex Residential Properties	1993
* Regression Analysis in the Sales Comparison Approach	1989	* Feasibility Analysis & Highest and Best Use Non-Residential Properties	1989
* Money Market and its Impact on Real Estate	1989	* Rates, Ratios and Reasonableness	1989
* New FHLBB (Federal Home Loan Bank Board) Appraisal Policies and UCIAR Appraisal Form	1988	! FHLBB (Federal Home Loan Bank Board) Regulation R-41c	1986
* Comprehensive Overview of the Hotel/Motel Industry	1981	* Residential Appraisal (and FNMA)	1981
* Market Analysis – The Key to Feasibility	1977	* Tools & Techniques for Land Analysis	1976
* Residential Appraisal (and FNMA)	1974	* Feasibility Analysis)	1972

#### Reoccurring:

4-Hour Federal and California Statutory and Regulatory Laws: 2020, 2016, 2012, 1999, 1996

NOTES: Appraisal Education: \* = by former AIREA ! = by former SREA. @ = International Right of Way Association (IRWA) Not marked = Appraisal Institute (AI)

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## EDUCATION - CONTINUED

### STATE OF CALIFORNIA:

Board of Equalization, Assessment Standards Division, Course No. 5.

Successfully passed the qualifying examination for State of California Probate Referee.

## PROFESSIONAL DESIGNATIONS EARNED

### APPRAISAL INSTITUTE (AI):

The Appraisal Institute was created on 01/01/1991 by merger of the former American Institute of Real Estate Appraisers (AIREA) formed in 1932 and the Society of Real Estate Appraisers (SREA) formed in 1935.



**MAI** - Designated December 14, 1983.

The Appraisal Institute conducts a program of continuing education for its designated members. Mr. Levi has completed the requirements under the continuing education program of the Appraisal Institute.



**SRA** - Senior Residential Appraiser. Designated November 13, 1978.

Prior to the 01/01/1991 starting date of the Appraisal Institute, Mr. Levi held the RM (Residential Member) designation (Membership No. 1184) of the American Institute of Real Estate Appraisers.

## CALIFORNIA STATE LICENSES

Certified General Real Estate Appraiser. Certificate AG001761, since 12/10/1991. Certificate expires 04/14/2022.

Real Estate Broker since 1976. License No. 00401023. License expires 04/20/2024.

## OTHER AFFILIATIONS

Member – Sacramento County Board of Realtors

Member – State and National Association of Real Estate Boards

## PROFESSIONAL ASSIGNMENTS (PARTIAL LISTING)

Appraisals, feasibility studies, depreciation analysis, and/or consultations for existing/proposed:

Apartment Complexes	Mini-Storage Facilities	Residential: Single Family Residences
Automobile Dealerships	Mixed-Use Developments	Residential: Subdivisions
Automobile Repair Facilities	Marinas	Residential: Condominiums
Bed and Breakfast Establishments	Mobile Home Parks	Restaurants (sit down and fast food)
Car Washes	Mobile Home Subdivisions	Retail Stores
Commercial Lots	Mobile Homes	RV Parks
Community Care Facilities	Motels	Shopping Centers
Convenience Stores Without Fuel	Office Buildings	Special Purpose Properties
Convenience Stores With Fuel	Office Condominiums	Truck Washes
Hotels	Office Planned Unit Developments	Vacant Acreage and Lots
Industrial Buildings	Rehabilitation Projects	Veterinarian Hospitals
Indoor Shooting Ranges	Residential: Planned Unit Developments	Warehouses

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## APPRAISAL AND BUSINESS EXPERIENCE

Sept. 1, 1989 – Present Founder and President A.L. Appraisal Co., Sacramento, California.  
1975 – Aug. 30<sup>th</sup> 1989 Founder and President A.L. Appraisal Co., Bakersfield, California.  
1974 – 1975 Independent appraiser with the firm of Phil Wolf, MAI, Palo Alto, California  
1971 – 1974 Manager and partner with Central Sales, Inc. (a marketing arm for a new housing contractor) and independent appraiser, Visalia, California

Qualified Expert Witness in California Superior Court (Sacramento County, Kern County).

Qualified Expert Witness in U.S. Bankruptcy Court Northern District of California (Kern County).

Qualified Expert Witness in U.S. Bankruptcy Court Central District of California (Los Angeles County).

## PARTIAL LISTING OF APPRAISAL CLIENTELE

### CORPORATIONS

Cambridge Filter Corporation, Syracuse, New York  
Church of Jesus Christ of Latter Day Saints, San Carlos, California  
Del Monte Corporation  
Homequity Relocation Corporation  
Kerr-McGee Corporation, Oklahoma City, Oklahoma  
Merrill Lynch Relocation Management, Inc., Newport Beach, California  
Midas Muffler Corporation  
Mono Power Co. Rosemead, California  
Safeway Credit Union  
SAFCO Title Insurance Corporation  
Shriners Hospital For Crippled Children.  
TICOR Relocation Management Company, San Francisco, California.

### GOVERNMENT AGENCIES

California Veterans Administration (Cal-Vet)  
Federal Housing Administration (FHA)  
Federal National Mortgage Association  
Kern County Property Management Department  
Mexico Federal Government  
Veterans Administration (VA)  
U.S. Department of the Navy  
U.S. Small Business Administration  
U.S. Department of Agriculture  
U.S. Postal Service  
Federal Home Loan Bank Board Comptroller of the Currency  
Federal Asset Disposition Association (FADA)  
Federal Savings and Loan Insurance Corporation (FSLIC)  
Resolution Trust Corporation (RTC)

### LENDING INSTITUTIONS

American River Bank  
Bank of America (various departments)  
Bank of Lodi  
Bank of The West  
Butte Community Bank  
Capital Valley Bank  
Humbolt Bank  
Imperial Bank  
Gold River Bank  
Wells Fargo Bank (various departments)

### INTERNATIONAL & DEVELOPERS

Glory California/Japan Development Corporation, Japan  
Global Development, Los Angeles, CA

### FINANCE COMPANIES

Aetna Finance  
Associates Financial Services Company  
Beneficial Finance Company  
Capital Thrift And Loan  
CIT Finance Corporation  
General Electric Credit Corporation  
Household Finance Company  
Norwest Financial Company

### ATTORNEYS AND LAW FIRMS

Numerous attorneys throughout the Central Valley and Northern California

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## AUTHORSHIPS AND RESEARCH ACCOMPLISHMENTS

1. Appraisal Files, Management – Retrieval System, American Society of Appraisers, *VALUATION*, Vol. No. 25, No. One, July 1978.
2. Created under commission to the American Institute of Real Estate Appraisers, a national seminar covering the topic of COMPONENT DEPRECIATION APPRAISING, 1979-1980.
3. Accrued Depreciation in the Cost and Market Approaches. A Quick Method For Valuing and Reviewing, National Association of Review Appraisers and Mortgage Underwriters, *APPRAISAL REVIEW JOURNAL*, Spring Summer Edition, 1985.
4. Designer of over 40 laser printer commercial/apartment/vacant land appraisal forms and involvement with creation of a computer software package to replicate the forms on the laser printer. The product was produced and marketed by Microcomputer Consulting Services (MCS) of Richardson, Texas under the trade marked name THE COMMERCIAL APPRAISER, 1987-1988.
5. Provided in April 1990, 17 pages of written testimony to the Business and Professions Committee of the California State Legislature (through Senator Presley's Office) and verbally testified in April 1990 for appraiser licensing in the State of California, AB527.
6. Unattended Backup Without Leaving The Computer On, *THE REAMUG JOURNAL* (Real Estate Analysts Microcomputer Users Group), September, 1990, Vol. IX No.3. The REAMUG Journal, 948 Hilldale Avenue, Berkeley, CA, Mary J. Dum ,Editor.
7. Qualitative Data, Databasing and Forecasting, *THE QUARTERLY BYTE*, Fall 1990, Volume 6, Number 4, American Institute of Real Estate Appraisers, Chicago, Illinois.
8. Qualitative Data, Its Use In Forecasting, American Society of Appraisers, *VALUATION*, Vol. No. 36, No. One, March, 1991.
9. Electronic Database Overview For Beginners, *THE QUARTERLY BYTE*, Summer 1991, Volume 7, Number 3, Appraisal Institute, Chicago, Illinois.
10. Seven-day Timer Takes Care of Daily Backup So you Don't Have To, *THE QUARTERLY BYTE*, Summer 1991, Volume 7, Number 3, Appraisal Institute, Chicago, Illinois.
11. R & R Writer For dBASE, a software review, *THE QUARTERLY BYTE*, Summer 1991, Volume 7, Number 3, Appraisal Institute, Chicago, Illinois.
12. Publisher, editor, and co-author with Stephen Davenport, Jr., attorney at law and Gary Mesmer, CPA of The Independent Contractor/Appraiser Defense Guide, a 100 page detail study of the independent contractor relationship as it deals with appraisers, February 1992. Published by New World Equities, Inc.
13. Producing Narrative Reports with UCIAR Forms Programs, *THE QUARTERLY BYTE*, Summer 1992, Volume 8, Number 3, Appraisal Institute, Chicago, Illinois.
14. What Could a Database Do for You?, *THE QUARTERLY BYTE*, Winter 1993, Volume 9, Number 1, Appraisal Institute, Chicago, Illinois.
15. Failure and Your FAT: Avoiding Hard Disk Corruption, *THE QUARTERLY BYTE*, Winter 1994, Volume 10, Number 1, Appraisal Institute, Chicago, Illinois.
16. The Technology Revolution Brings Appraisers to the Present and Beyond, *THE QUARTERLY BYTE*, Summer 1995, Volume 11, Number 3, Appraisal Institute, Chicago, Illinois.

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### AUTHORSHIPS AND RESEARCH ACCOMPLISHMENTS - CONTINUED

17. One of the featured presenters June 16, 1996 at The American Society of Appraisers International Appraisal Conference in Toronto, Ontario, Canada. Mr. Mr. Levi's presentation regarded single family automated valuation modeling (AVM's), its concepts, concerns, problems, and advantages.
18. Mr. Levi is the principal designer of an automated valuation software package known as REASON<sup>®</sup>, (Residential Evaluation/Appraisal Statistical Observation Navigator). The system had been licensed in 1995 for exclusive national marketing by PMI Mortgage Services, Co. PMI purchased the system in 1997. At the time of sale REASON<sup>®</sup>, was capable of being used in 22 states and was being employed, in multiple states, by major lenders, including: Bank of America, Union Bank, and Bank of California.
19. Mr. Levi is the sole designer of commercial valuation/analysis production software known as *ValueWISE*<sup>®</sup> - Integrated Commercial Real Estate Appraisal System. The software streamlines the process and reduces the time required for the production of high quality commercial narrative appraisal reports. Among its benefits are sophisticated data analysis, absolute USPAP compliance, absolute internal consistency, and the presentation of large amounts of data in a reader friendly and usable format. Development began in 1999 and enhancements are on-going.
20. Risky Business, *THE REAMUG JOURNAL* (Real Estate Analysts Microcomputer Users Group), May-June, 2003, Vol. 22 No.3. The REAMUG Journal, 948 Hilldale Avenue, Berkeley, CA, Mary J. Dum, Editor. Article explores potential problems with electronic delivery of appraisal documents.
21. So You Want To Deliver Your Report Electronically And/Or On A CD/DVD Platter?, *THE REAMUG JOURNAL* (Real Estate Analysts Microcomputer Users Group), July-August, 2004, Vol. 23 No.4. The REAMUG Journal, 948 Hilldale Avenue, Berkeley, CA, Mary J. Dum, Editor. Article explores potential problems with electronic delivery of appraisal documents on CD/DVD platters and liabilities faced by appraiser.
22. Author of Practicing As An Appraiser When Everyone Wants To Sue You! Volumn I, a 60+ page study of the liability issues faced by appraisers and suggested solutions., September 2004. Published by New World Equities, Inc.
23. The Paranoid Appraiser, *THE COMMUNICATOR MAGAZINE*, Issue 36, Winter 2005. The Communicator Magazine 4907 Morena Blvd. #1415, San Diego, CA 92117. Excerpts from of Practicing As An Appraiser When Everyone Wants To Sue You! Volumn I.
24. Protecting Yourself When Delivering Appraisal Documents Electronically (AKA Business Risk and/or Telling The Truth), *THE REAMUG JOURNAL* (Real Estate Analysts Microcomputer Users Group), May-June, 2005, Vol. 24 No.3. The REAMUG Journal, 948 Hilldale Avenue, Berkeley, CA, Mary J. Dum, Editor. Article presents an appropriate indemnification of appraiser by client(s) and intended user(s) due to requested electronic delivery of electronic documents.
25. THE BEAST, *THE REAMUG JOURNAL* (Real Estate Analysts Microcomputer Users Group), September-October, 2005, Vol. 24 No.5. The REAMUG Journal, 948 Hilldale Avenue, Berkeley, CA, Mary J. Dum, Editor. Article presents a discussion of total cost of ownership and benefits of a networked color copier/printer/scanner.
26. What We Do Matters, *REAL ESTATE VALUATION MAGAZINE ONLINE*, Fall 2009, Issue No. 98. *REAL ESTATE VALUATION MAGAZINE ONLINE*. editor@revmag.com. 315 Whitney Ave., Carriage House , New Haven, CT 06511 Phone: (203) 562-3159 • Fax: (203) 562-5481. Article presents a discussion of the current state of the residential real estate appraisal profession in the United States.