

## EXECUTIVE SUMMARY

Senior real estate appraiser and valuation consultant with over 50 years of continuous experience in valuation of real property interests across a wide range of property types and assignment conditions including complex and litigation related engagements. Property types include residential, commercial, land and valuation problems requiring analytical judgment and clear communication. Substantial experience in litigation support. Qualified expert witness in state and federal courts. Founder of A.L. Appraisal Co., providing valuation solutions relied upon since 1971.

## EDUCATION DETAILS

### COLLEGE:

- B.A., Business Administration - National University (1995).
- A.A., Real Estate/Business - College of the Sequoias (1974)

### APPRAISAL/VALUATION:

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

COURSES	Year
Artificial Intelligence, Blockchain, and the Metaverse: Implications for Valuation	2025
Rural Valuation Basics	2023
Advanced Land Valuation	2023
Practical Highest and Best Use	2023
Small Hotel/Motel Valuation	2020
Review Case Studies – General	2019
Residential & Commercial Valuation of Solar	2017
@ Course 421 - The Valuation of Partial Acquisitions	2016
@ Course 803 - Eminent Domain Law Basics for the Right of Way Professional	2016
@ Course 431 - Problems in the Valuation of Partial Acquisitions	2016
Litigation Appraising: Specialized Topics and Applications	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

### Recurring:

USPAP Update Course (7-Hrs.): &2025, 2024, 2021, 2019, 2017, 2015, 2013, 2010, 2006, 2005, 2004, 2003

AI Business Practices & Ethics (6-Hrs.): 2024, 2020, 2016, 2006, 2003, 1999, 1996, 1993, \*1990

Valuation Bias & Fair Housing (7 Hrs.): &2025

SEMINARS	Year	SEMINARS	Year
Accessory Dwelling Units: Laws and Challenges of Valuing	2025	-----	----
Becoming Proficient in Fractional Interest Valuation	2024	Beyond the Flames: Appraising in Post-Fire Markets	2025
2016 Economic Forecast	2016	& Top 15 Takeaways from your Colleagues' Legal Misfortunes	2023
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

# QUALIFICATIONS OF ATOM LEVI, MAI, SRA

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SEMINARS	Year	SEMINARS	Year
* 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

## Recurring:

Federal and State Laws and Regulation (4 Hrs.): &2025, &2023, 2020, 2016, 2012, 1999, 1996  
Eliminating Bias and Developing Cultural Competency (3 Hrs.): &2025, &2023

## STATE OF CALIFORNIA:

Passed the qualifying examination for State of California Probate Referee.

## PROFESSIONAL DESIGNATIONS & LICENSES

- **MAI** (Designated December 14, 1983)
- **SRA** 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. (Senior Residential Appraiser. Designated November 13, 1978)

Note: 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.

- California Certified General Real Estate Appraiser. License AG001761, since 12/10/1991. Certificate expires 04/14/2028.
- California Real Estate Broker since 1976. License No. 00401023. License expires 04/20/2028.

## OTHER AFFILIATIONS

- Member – Sacramento County Board of Realtors
- Member – State and National Association of Real Estate Boards

## AREAS OF EXPERTISE

- Litigation Support & Expert Testimony
- Estates, including partial interests
- Commercial Properties
- Rural and Agricultural Land Valuation
- Single Family Residential
- Apartments

## REPRESENTATIVE CLIENTS

- Federal agencies (FHA, VA, SBA, USPS, USDA)
- Financial institutions and national lenders
- Corporations including Del Monte, Safeway Credit Union, Kerr-McGee
- Attorneys and law firms throughout California

## EXPERT WITNESS EXPERIENCE

- California Superior Court (multiple counties)
- U.S. Bankruptcy Court.

## AUTHORSHIPS AND RESEARCH ACCOMPLISHMENTS

### 2020s

- 1 I Respectfully Disagree With The “Comparable”, *APPRAISAL TODAY*, Volume 33 Issue 11 November 2025. Ann O'Rourke, MAI, SRA, MBA editor. 1826 Clement Ave. Suite 203 Alameda CA 94501 editor@revmag.com. Phone: (510) 865-8041. appraisaltoday.com. Article presents a discussion of why the term “comparable data” needs to be replaced with “comparison data”.

### 2000's

- 2 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.
- 3 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.
- 4 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.
- 5 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.
- 6 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.
- 7 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.
- 8 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.

### 1990's

- 9 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.
- 10 Mr. Levi is the principal designer of an automated valuation software package known as REASON® (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®, 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.
- 11 Mr. Levi is the sole designer of commercial valuation/analysis production software known as ValueWISE® - 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.
- 12 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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- 13 Failure and Your FAT: Avoiding Hard Disk Corruption, *THE QUARTERLY BYTE*, Winter 1994, Volume 10, Number 1, 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 Producing Narrative Reports with UCIAR Forms Programs, *THE QUARTERLY BYTE*, Summer 1992, Volume 8, Number 3, Appraisal Institute, Chicago, Illinois.
- 16 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.
- 17 R & R Writer For dBASE, a software review, *THE QUARTERLY BYTE*, Summer 1991, Volume 7, Number 3, Appraisal Institute, Chicago, Illinois.
- 18 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.
- 19 Electronic Database Overview For Beginners, *THE QUARTERLY BYTE*, Summer 1991, Volume 7, Number 3, Appraisal Institute, Chicago, Illinois.
- 19 Electronic Database Overview For Beginners, *THE QUARTERLY BYTE*, Summer 1991, Volume 7, Number 3, Appraisal Institute, Chicago, Illinois.
- 20 Qualitative Data, Its Use In Forecasting, American Society of Appraisers, *VALUATION*, Vol. No. 36, No. One, March, 1991.
- 21 Qualitative Data, Databasing and Forecasting, *THE QUARTERLY BYTE*, Fall 1990, Volume 6, Number 4, American Institute of Real Estate Appraisers, Chicago, Illinois.
- 22 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.
- 23 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.


## 1980's

- 24 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.
- 25 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.
- 26 Created under commission to the American Institute of Real Estate Appraisers, a national seminar covering the topic of *COMPONENT DEPRECIATION APPRAISING*, 1979-1980.

## 1970's

- 27 Appraisal Files, Management – Retrieval System, American Society of Appraisers, *VALUATION*, Vol. No. 25, No. One, July 1978.

## CONTACT




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"Decision Makers Have Relied Upon Us Since 1971" <sup>(sm)</sup>