

WAYNE F. PRESCOTT, MBA, MAI

Wayne Prescott and Associates

Valuation Consulting, Real Property Appraisal, Forensic Appraisal, Expert Testimony

1108 Robway Avenue, Campbell, CA 95008

Phone: (408)891-1956 Email: wprescott@valuationconsultant.net

Mr. Prescott has been appraising proposed and existing commercial, industrial, and residential property since 1985. Past work includes improved properties and/or land for office buildings, warehouses, industrial and R & D buildings, apartment complexes, mobile home parks, self-storage facilities, auto dealerships, service station and fast food sites, agricultural, ranch and conservation land, attached and detached single family dwellings, residential and commercial condominiums, cooperatives, and commercial & residential land development projects; easement valuation; rent surveys. **Experienced expert witness in land valuation, easements, eminent domain, construction defects, subdivision analysis, retail centers, and standard of care for appraisers (about 50/50 for the defense and plaintiff).** Appraising for government agencies, attorneys, accountants, corporations, and individuals for eminent domain, estate planning, litigation support, construction defects, partnership disputes, lease negotiation, mis-management, fire damage, earth movement, gifting, taxation, subdivision, investment, purchase, and sale. He has been trained as a mediator in property dispute resolution. Twelve years prior experience in the industrial property insurance industry as a loss prevention engineer, underwriter, account exec, and broker.

Education

M.B.A. Degree:

Conferred with Distinction

Bachelor of Science in Mechanical Engineering:

New York Institute of Technology

New York, New York

Tufts University

Medford, Massachusetts

Work Experience

July 2020 to Present:

Wayne Prescott and Associates

Campbell, California

January 2018 –June 2020:

Carneghi-Nakasako+Associates

San Jose, California

February 1994-December 2017:

The Schmidt-Prescott Group, Inc.

San Jose, California

October 1992:

Assistant Vice President, Union Bank

Commercial Appraisal Dept., Oakland, California

May 1990:

Real Estate Appraiser and Consultant

Urban Land Research, Campbell, California

July 1989:

Independent Real Estate Appraiser

San Jose, California

February 1987:

Residential and Income Property Appraiser

S. F. Federal Savings & Loan Association, San Francisco, California

Dec. 1985:

Residential Appraiser, Subdivision Appraisal Services

San Jose, California

Relevant Prior Experience:

12 years in the industrial property insurance industry as an industrial loss prevention engineer, underwriter, and account executive

Expert Witness Testimony

Qualified as **Expert Witness** in Federal Bankruptcy Court, Federal District Court, and Superior Courts of Santa Clara, Alameda, and Santa Cruz Counties; American Arbitration Association

Professional Affiliations

Member, Appraisal Institute Real Estate Broker, State of California, #1012456 National Association of Realtors
Santa Clara County Association of Realtors California Association of Realtors

Specialized Appraisal and Real Estate Education (Courses, Seminars, and Workshops)

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The Appraiser as Expert Witness
Eminent Domain Law Basics for Right-of-Way Professionals
Valuation of Goodwill Loss Under Eminent Domain Law
Defending and Attacking an Appraisal in Litigation
Appraisal Practices for Litigation
Appraising for Tax Appeals
Appraising Environmentally Impaired Properties
Appraising for Eminent Domain
The Appraisal of Undivided Minority Interests
Financial Analysis for Commercial Investment R. E.
Decision Analysis for Commercial Investment Real Estate
California Condemnation Process
Uniform Appraisal Standards for Federal Land Acquisitions (*Yellow Book*)
The Appraisal of Partial Acquisitions
Estimating Loss in Value
Subdivision Valuation
Finding Evidence to Estimate Loss in Value
Real Estate and Business Valuations in Gift and Estate Planning
Transit-Oriented Mixed-Use Development and Rail Projects
Fundamentals of Separating Real, Personal Property, and Business Assets
Appraising Mobile Homes

Highest and Best Use and Market Analysis
Business Value in Real Estate Appraisal
Working with Consultants
Report Writing & Valuation Analysis
Case Studies in Real Estate Appraisal
Capitalization Theory and Techniques
Uniform Standards of Professional Practice
Electromagnetic Fields and Their Effect on Value
Principles of Appraisal
Market Analysis for Commercial Investment R. E.
Residential Valuation
Appraising for Ad Valorem Tax Purposes
Mello-Roos Bond Seminar
Rates, Ratios, and Reasonableness
Conservation Easement
Condemnation Appraisal Principals and Applications
Negotiating Lease
Carbon, Climate, and California Policy
California Water Policy
The Appraisal of Conservation Easements

Partial List of Clients Served

Agencies, Districts, and Non-Profits

U.S. General Services Adm.	Santa Clara Valley Water District	Consul General de Mexico
Internal Revenue Service	Santa Clara County Parks and Recreation	Oakland Police Officers Association
City of Gilroy	Union Sanitary District	Bay Area Community Services
City of Palo Alto	U.S. Postal Service	CA Department of Industrial Relations
City of Santa Clara	U.S. Small Business Administration	Dominican Sisters of Oakford
City of Santa Cruz	Santa Clara University	Masonic Homes
City of San Leandro	University of CA, Berkeley	Salvation Army
City of Watsonville	California State University – East Bay	Sisters of Mercy
County of Santa Clara	UC Berkeley Foundation	YMCA of Santa Clara County
Valley Transportation Authority	San Benito County Council of Gvmnmts.	InnVision
City of Alameda	Richmond Housing Authority	Valley Christian School
FDIC	Silicon Valley Power/City of Santa Clara	Milpitas Unified School District
County of Marin	Mid-Peninsula Regional Open Space Distr	City of Mountain View
Santa Clara Valley Habitat Agency	City of San Jose	City of Fremont
City of Cupertino	City of Hayward	County of San Joaquin, Off. of Ed.

Attorneys and Other Professionals

Abbott, Stringham & Lynch	Collins Collins Muir & Stuart LLP	Law Offices of Frank Clohan
Jerome Galli, Esq.	Bishop, Barry, Howe, Haney & Ryder	Donald Field, Esq
Cordell & Cordell	Boitano, Sargent & Lilly	Flinn, Matzger & Melnick
Charles Luckhardt, Esq.	Kennedy Archer & Giffin	Roy Fukamura, CPA
Paul Jacobs, Esq.	Cal-Western Property Management	John Fukasawa, Atty
Michel & Fackler	Carr, McClellan, Ingersoll, Thompson & Horn	Ronald Galasi, Esq.
Anker, Reed, Hymes, Schreiber & Cohen		William Norman, Cooper, White & Cooper

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Attorneys and Other Professionals (continued)

Boornazian, Jensen & Garth	Caulfield, Davies & Donahue	Dan Gerald, Esq.
Berding & Weil, LLP	McManus, Faulkner & Morgan	Thomas Reese, Esq.
David Gonden, Esq.	Mark Ruiz, Esq.	Ramsbacher Prokey Leonard LLP
Grant & Gordon LLP	Berliner Cohen	Bell, McAndrews & Hiltach
Eminent Domain Law Group	Bancroft & McAlister	Cochran, Shelton & Durket
Kenneth Taylor III, Resnick & Louis	David Melnick, Atty	Evan Adams, Esq., CA Dept of Ind'l Rel.
Hoge Fenton Jones & Appel	Adam Miller, Esq.	Reynolds Price Casas & Riley
Holland & Knight	Miller Morton Caillet & Nevis	James Rowan, Atty
Hopkins & Carley	Chuck Mollet, CPA	Ruby & Schofield
Husch & Eppenberger, LLC	Murphy Logan Bardwell & Loomis	Charles Sabas, Atty
Jon Giffen, Esq, Kennedy Archer Giffen	Murphy, Pearson, Bradley & Feeny	John Sears, Esq.
Joseph Ippolito, CPA	Krsto Mijanovic, Attorney	John Sears, CPA
Law Offices of Michael Thornton	Galligan, Thompson, & Flocus, LLP	Hamrich & Evans
Perry Irvine, Esq.	Diana Gendotti, Atty	Silicon Valley Law Group
William Jung, AIA	Anker, Reed, Hymes, Schreiber & Cohen	William Soskin, Atty
Johnson & Uhrhammer	Nossaman Guthner Knox Elliot LLP	James Sweeney, Atty
Lanahan & Reilly	Law Offices of Maureen O'Connell	TASA
Terry Lanier, CPA	Ran Haley, Esq;, Collins & Collins	Michael Thornton, Nossaman LLC
Leland, Parachini, Steinberg	Ferrari-Ottoboni	Triangle Economic Research
Paul Loomis, Esq.	Phahl & Hunt Accountancy	Daniel P. Trump, Atty
Maemura & Company, CPA'S	Steven Piser, Atty	Valley Law Center
Malcolm, Cisneros & Howser	Edward Polson, Atty	Gary Vandeweghe, Esq.
Margaret Schrenk, Atty	John Poppin, Esq.	Bernard Vogel, Jr., Atty
Mark Thomas & Company	Harry Price, Esq.	Wealthplan/John Doyle, Esq.
Mastagni, Holstedt, Amick,	Sagaria Law PC	Kathy Wood & Associates
Miller, Kaplan & Sam	Pritchard & Kay	Wulff Quinby Sochynsky
Mateonni O'Laughlin & Hechtman	Quillinan & Luce, LLP	Michael Zecher, Atty
Wylie, McBride, Platten & Renner	Law Offices of Helene Taylor	Brian Shetler, Atty
Segal & Kirby	Fotouhi Epps Hillger Gilroy & Mau	James Pegano, Esq.
Klinedinst Attorneys at Law	Fagen Friedman & Fullfrost LLP	Lynch & Schupe, LLP
Tobener Ravenscroft	Murphy & Everts	Porter Scott, Sacramento
Haight Brown and Bonesteel LLP	Law Offices of John M. Gregory	Law Offices of Jan Gruen

Individuals, Trusts, Partnerships, Corporations, and Insurance & Title Companies

Mozart Development	Raynes, Melton & Carella	Willow Glen Real Estate LLC
Allied Signal Corporation	Alpha H. Rogers Trust	Ethos Investment Group
Mirassou Vineyards	Pulte Homes	Ross Engineering Corporation
Mekttec Corporation	Christopher Ranch	Dan Caputo Company
Romic Environmental	Markovitz & Fox	San Jose Water Company
Groth Family Trust	Clairidge's, Ltd.	Greyland Properties
McQuaid Family Trust	Cupertino Industrial Associates	Hilltop Nissan
Modern Ice & Cold Storage	Jay Paul Companies	International Order of Oddfellows
Pacific Gas & Electric	Sonic Automotive, Inc	Zappattini Investment Company
Mark Thomas & Company, Inc.	Culligan Property Management	North American Title Company
Carden Day School	Sizzler, USA	WTI Inc.
Airdrome Orchards	Makita USA	Hilltop Toyota
DeAnza Properties	Levin Family Trust	R & T Nursery
Associated Right of Way Services	Pear Trust/Matthew Pear	Hacienda Supermarkets
Universal Field Services	Brown & Caldwell	Paulsen Trust
Marshall Squares	Olin Corporation	Thomas Frankel & Company
Brian Horner/Milpitas RV Stge	Peck & Hiller	Ruth & Going
J. Lohr Winery	Manpower, Inc.	Springer Collision Centers
Alano Club	Messina Trust	Allergen

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Individuals, Trusts, Partnerships, Corporations, and Insurance & Title Companies (continued)

Minkel Family Trust	Gallagher Insurance Services	Dr. Rahnea Sunseri
Fidelity National Title Company	Fujitsu America	Philadelphia Indemnity Ins. Co.
Allan McLeod	Oberti Trust	

Lenders (no longer serving lender clients)

Bank of America	Fremont Bank	Union Bank
Bank of Santa Clara	Pacific Capital Bank	Washington Mutual
Bank of Walnut Creek	Heritage Bank	Wells Fargo Bank
Borel Bank	Imperial Bank	Wells Fargo Bank, Trust Dept.
Bridge Bank	Metro Bank	Crown Life Insurance Company
Cathay Bank	Mid-Peninsula Bank	New England Mutual Life Ins. Company
Citibank	Monterey Bay Bank	Principal Mutual Insurance Company
Civic Bank	Northern Trust	Old Standard Life Ins. Company
Comerica Bank	San Jose National Bank	E.S. Merriman and Sons
Cupertino National Bank	Technology Credit Union	GNA Corporation
Farmers & Merchants Bank	Tri-Counties Bank	Newmark Realty Capital
First Republic Bank	U.S. Bankcorp	Community Banks of Colorado
Focus Business Bank	United Commercial Bank	Global Trust Bank
Bay Commercial Bank	1 st Foundation Bank	Blackburne & Sons Realty Capital Corp.
Bank Midwest	Santa Barbara Savings & Loan	

Real Estate and Appraisal Community Activities

Assessment Appeals Board I, Santa Clara County, appointed in November 2010
Chair, Spring Litigation Conference, San Francisco Bay Area Chapter of the Appraisal Institute 2011
Member, Nomination Committee, San Francisco Bay Area Chapter of the Appraisal Institute '10, '15
Membership Chair, International Right-of-Way Association Chapter 2, San Francisco, 2008-2010
Membership Chair, International Right-of-Way Association Chapter 42, San Jose, 2005-2009
Member, Fall Conference Committee, '04-'10, '12-'14, '17 – S.F. Bay Area Chapter of the Appraisal Institute
President, International Right-of-Way Association Chapter 42, San Jose, 2002
Vice President and Education Chair, International Right-of-Way Association Ch. 42, San Jose, 2001
Member, Professional Standards Committee, Appraisal Institute, 1997-2001
San Jose Real Estate Board, Arbitration and Professional Standards Committee, 1997-2000
Director, San Francisco Bay Area Chapter of the Appraisal Institute, 1997-99
Board of Directors, Northern California Commercial Association of Realtors, 1997-98
Chair, Ethics and Standards Committee, Northern California Commercial Assoc. of Realtors, 97-98
Editor, *Focus Appraisal Newsletter*, 1995; Editor, *Fault Lines IR/WA Newsletter*, 1996
Member, *Wall Street Journal* Research Panel, 2011+

Speaking Engagements

Moderator and Session Developer “Bay Area Retail Market Update”, AI Fall Conference, 2009, 2010
Moderator and Session Co-Developer “Fee (Not So) Simple” AI Fall Conference, 2013
Real Property Litigation Support and Expert Testimony, Presented to the Paralegal Association of Santa Clara County, May 18, 2006

Personal and Community Participation

Child Advocates of Silicon Valley, Court Appointed Special Advocate since 2017
Kiwanis Club of San Jose since 1996; Director, Vice President, Program Chair
Assessment Appeals Board I, Santa Clara County, appointed in November 2010