

Professional Real Estate Qualifications



Steven R. Fontes, MAI, CCIM

Reinhart-Fontes Associates, Inc.

Real Estate Appraisal Consultants

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Real Estate Related Employment Background

- Mr. Fontes has served as Vice President with **Reinhart-Fontes Associates, Inc.** since November 1994. Responsibilities include 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.
- Mr. Fontes is actively involved in the sale of commercial real estate, including vacant land parcels throughout Southern California.

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>

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 Office of Real Estate Appraisers (OREA). He has been state certified since January 16, 1992. His license requires renewal by March 21, 2008. His OREA ID# is AG001644. To learn more about OREA 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, 2011. 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, October 2001 through February 2003
- Vested Rights, Property Development Agreements, UCR Extension Course, November 1988
- Commercial and Industrial Real Estate, UCR Extension Course, March 1989
- GIS (Geographic Information Systems) in Real Estate, UCR Extension Seminar, August 1996

Appraisal Institute Courses Completed

- Real Estate Appraisal Principles March 1987
- Basic Valuation Procedures, November 1987
- Standards of Professional Appraisal Practice, June 1988
- Capitalization Theory & Techniques, Part A, June 1989
- Capitalization Theory & Techniques, Part B, September 1989
- Case Studies in Real Estate Valuation, July 1990
- Report Writing & Valuation Analysis, August 1990
- Standards of Professional Appraisal Practice, Part A, June 1991
- Standards of Professional Appraisal Practice, Part C, October 1998
- Standards of Professional Appraisal Practice, 7-Hour Update Course, June 2003 and March 2005
- Business Practices and Ethics, August 2003

CCIM Institute Courses Completed

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

California Broker's License Courses Completed

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

Appraisal Institute Involvement (Southern California Chapter)

- Serving on the Board of Directors as Secretary for the year 2007
- Serving on the Board of Directors as Treasurer for 2007.
- Served on the Board of Directors as Education Coordinator in 2001
- Served on the Finance Committee in 2001
- Served on the Nominating Committee in 2001
- Served on the Board of Directors as Secretary for the year 2000
- Served on the Board of Directors as a Director from 1997-1999
- Served as an Admissions Committee Member from 1994 - 1996
- Developed the Inland Empire Market Trends Seminar in 1998
- Chaired the Inland Empire Market Trends Seminar from 1998 - 2005
- Chaired the 1999 Summer Conference program, co-chaired in 1998 and 2000
- Chaired the 15th - 17th Annual Golf Tournament from 1994 -1996
- Served as a member of the Candidate Guidance Committee from 1989-1990
- Served in the capacity of Regional Representative for the Southern California Chapter from 2000 - 2001
- Served as a Regional Representative to the Southern California Chapter, 1997 - 1998
- Served on the General Appraiser Council, Admissions Committee in 2000
- Served on the Leadership Development & Advisory Council (LDAC) from 1997 - 2001 *

*LDAC participants meet annually in Washington, DC to discuss issues impacting the Real Estate Industry and to lobby the U.S. Congress on behalf of the Appraisal Institute to enact pro-real estate and pro-consumer legislation. A final report is delivered once a year to the Appraisal Institute's National Board of Directors. Mr. Fontes attended meetings in Washington, DC and participated in lobbying efforts on Capitol Hill on three separate occasions.

Real Estate Related Articles

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

Expert Witness Experience

- Testified at deposition and trial in Riverside County Superior Court Case #347484, October 2002
- Testified at deposition in San Diego County Superior Court Case #773979, January 2004
- Testified at deposition in San Bernardino County Superior Court Case #082769, March 2004
- Testified at deposition in Riverside County Superior Court Case #372935, August 2005
- Testified at deposition in Riverside County Superior Court Case #081705, October 2005

Real Estate Related Public Speaking

- Provided ARGUS lease analysis software training, Lee & Associates (Riverside) brokers, August 2001 and April 2002
- Spoke on Real Estate Appraisal to the Inland Empire Community Foundation, April & May 2002
- Moderated a panel discussion on Charitable Gift Giving in Real Estate, Omni Hotel, Los Angeles, April 2001
- Presented an Office Market Overview to the Inland Empire BOMA Chapter, July 2000
- Moderated the Appraisal Institute's Inland Empire Market Trends Seminar at the Ontario Convention Center, 1998 - 2005
- Presented an overview of Mello-Roos Bond Financing to Chapter 5 of the Appraisal Institute, October 1988
- Presented an overview of Vested Rights/Development Agreements to Chapter 5 of the Appraisal Institute, October 1989

Real Estate Related Seminars Attended

Mr. Fontes has attended over 75 real estate related seminars since 1991. Please refer to separate list for details.

Property Type Experience Involving Appraisal & Consulting Assignments

- Auto Dealerships & Auto Service Projects
- Bank Branch Buildings
- Board & Care Facilities
- College Campuses
- Convalescent Homes
- Conventional, Bond Financed, Section 8 & LIHTC Apartment Projects
- Eminent Domain Related Valuation
- Expert Witness Testimony (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
- 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
- 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)
- 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)
- Specialized Market Research & Analyses
- Truck Terminals
- Uniquely Constructed & Special Purpose Properties

Primary Geographic Service Areas – All of 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, Kern and Ventura Counties

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Real Estate Related Seminars Attended From 1991 to Present

1991

- *Appraisal Regulations of the Federal Banking Agencies, February 1991*
- *Title Insurance Workshop, April 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*
- *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 29th 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*
- *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*
- *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*

1999

- *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*
- *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*

- *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*
- *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*
- *Inland Empire Market Trends Seminar, June 2003*
- *Appraisal of Local Retail Properties, October 2003*
- *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*
- *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*
- *Inland Empire Market Trends Seminar, June 2005*
- *Contemporary Approaches to Land Seminar, June 2005*
- *Real Estate Finance Value & Investment Performance Seminar, August 2005*
- *The Valuation of Leases, Leaseholds and Leased Fee Estates, September 2005*

2006

- *Scope of Work: Expanding Your Range of Services, July 2006*

2007

- *Uniform Appraisal Standards for Federal Land Acquisitions, January 2007*
- *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*