

Michael D. Lee, MBA, CRS, GRI, ABR, SRES

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Expert Witness

BACKGROUND: Michael Lee, MBA, has been a real estate agent since 1977 and a broker since 1980 selling both residential and commercial property. Since 1987 he has been a Master Instructor for the California Association of Realtors (CAR) teaching Graduate, Realtor Institute (GRI) courses on subjects such as agency, ethics, fair housing, construction, finance, tax-deferred exchanges, marketing and trust fund management. He has also spoken at eight National Association of Realtors conventions in such place as Honolulu, Chicago and San Francisco.

Michael holds the Certified Resident Specialist (CRS) designation, the highest earned designation in residential real estate. He has owned and managed both large franchised firms as well as small independent companies. Michael is the author of two books on marketing real estate to people from diverse cultures.

Mr. Lee has written courses for and spoken to many of the state associations of Realtors® across the country including New Jersey, South Dakota, Texas, Georgia and California. He has also taught in the Accredited Buyer Representative (ABR) and Senior Real Estate Specialist (SRES) programs. He is currently a member of the CAR Educational Services Advisory Committee.

EXPERT WITNESS TESTIMONY: Mr. Lee has acted as an Expert Witness and real estate consultant to attorneys since 1985 and has testified in landmark cases dealing with the following issues:

- Construction defects
- Disclosure
- Agency
- Ethics
- Contracts
- Cultural beliefs
- Standards of care
- Standards of practice
- Fair market value

- Trust fund management
- Tax-deferred exchanges

OTHER SKILLS/TRAINING: In addition to over 30 years of practicing real estate, Mr. Lee has also been enrolled to practice taxation before the Internal Revenue Service (EA) and is a former Certified Financial Planner. He has prepared individual, partnership and corporate tax returns, represented hundreds of clients in audits before the IRS and taught taxation for companies like H&R Block. He has also developed high-end financial plans and served for over a decade on the faculty of the College for Financial Planning.

Mr. Lee has also been a professional actor and broadcast personality who is able to communicate complicated issues with clarity and persuasion to judges and juries. As a result of this training and experience he is quite comfortable in the spotlight and under intense pressure.