

COLLIERS INTERNATIONAL PROFILE



Donn H. Byrne, Jr., MAI, ASA

Director

Appraisal and Property Tax Division - Silicon Valley

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Real Estate Experience

(April 1995 - Present)

Director: Appraisal & Property Tax Division of Colliers Parrish International, Inc., San Jose, California. The Appraisal & Property Tax Division of Colliers Parrish International works in tandem with the individual brokerage groups of Colliers Parrish International to perform real property appraisal assignments and minimize the property tax obligations of our clients.

(August 1992 - April 1995)

Appraiser/Tax Consultant: Cushman & Wakefield Appraisal Division/Tax Consulting Group, San Jose, California. Participated in the development and execution of Cushman & Wakefield's property tax consulting business throughout the Western United States. Performed appraisal assignments on virtually every type of industrial, commercial, multi-family residential, and several special use properties.

(June 1991 - August 1992)

Appraiser: Lefmann, Martin & Associates, San Jose, California. Responsible for the appraisal of industrial, commercial, and multi-family residential properties.

Education

Washington State University, Pullman, WA

Bachelor of Arts in Business Administration - Real Estate/Finance (1991)

Appraisal Institute:

- Course 110 - Appraisal Principles
- Course 120 - Appraisal Procedures
- Course 310 - Basic Income Capitalization
- Course 320 - General Applications
- Course 410/420 - Standards of Professional Practice, Part A (USPAP) and Part B
- Course 510 - Advanced Income Capitalization
- Course 520 - Highest and Best Use & Market Analysis
- Course 530 - Advanced Sales Comparison and Cost Approaches
- Course 540 - Report Writing & Valuation Analysis
- Course 550 - Advanced Applications
- Non-Residential Demonstration Appraisal Report Writing Seminar
- Received Credit for Non-Residential Demonstration Appraisal Report Submission
- Successful Completion of the Comprehensive Exam

University Level Real Estate Course Work:

- RE305 - Real Estate Principles
- RE405 - Real Estate Valuation (Appraisal)
- RE406 - Real Estate Administration
- RE407 - Real Estate Finance and Investment
- BL410 - Real Estate Law

Professional Affiliations

- MAI (No. 11343), Appraisal Institute
- Accredited Senior Appraiser (ASA), American Society of Appraisers
- Certified General Appraiser, State of California (No. AG024033)
- Registered Northern California Real Estate Expert with The Bar Association of San Francisco



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APPRAISAL AND PROPERTY TAX DIVISION

OBJECTIVE

- The objective of the Appraisal and Property Tax Division is to deliver accurate, detailed, and timely appraisal and consulting services based on our knowledge and understanding of local real estate markets, the appraisal process, and the real estate asset.

COMPETITIVE ADVANTAGE

- We have direct access to accurate and comprehensive real estate market comparables and statistics that independent appraisers and consultants do not.
- The real estate services offered by Colliers International -- brokerage (industrial, land, office, residential, retail, hospitality), corporate assistance, investment services, and market research -- are available to strengthen every appraisal and consulting assignment.
- Access to local real estate market data, through the Colliers International network, allows us to perform appraisal and consulting assignments nationally as well as in California.
- The Director of the Appraisal and Property Tax Division, *Donn H. Byrne, Jr.*, is **MAI** (Appraisal Institute) and **ASA** (American Society of Appraisers) designated.

SERVICES PROVIDED

- We offer appraisals in the following areas:
 - ⇒ Industrial
 - ⇒ Land
 - ⇒ Office
 - ⇒ Residential
 - ⇒ Retail
 - ⇒ Special Use
- We offer the following consulting services:
 - ⇒ Reducing real property taxes
 - ⇒ Market rent studies
 - ⇒ Litigation support and expert witness testimony
 - ⇒ Estate tax and trust valuation assistance
 - ⇒ Partial interest valuation
 - ⇒ Lease audits and arbitration
 - ⇒ Real estate buy, sell, or hold assistance
 - ⇒ Construction loan property inspections
 - ⇒ Portfolio reviews
 - ⇒ Determining real property highest and best use



COLLIERS INTERNATIONAL APPRAISAL CLIENT LIST (PARTIAL)

- ***Financial Institutions***
 1. Bank of America
 2. Union Bank
 3. Bank of the West
 4. Wells Fargo Bank
 5. Comerica Bank
 6. GMAC Finance
 7. Principal Real Estate Investors
 8. GE Capital
 9. Donaldson, Lufkin & Jenrette
 10. Wachovia
 11. AEGON USA Realty Advisors, Inc.
 12. Lehman Brothers Holdings
 13. Bear, Stearns & Company
 14. Morgan Stanley
 15. ASB Capital Management

- ***Corporate Users***
 1. Google
 2. The Home Depot
 3. Ross Stores
 4. BD Biosciences
 5. Loral Space Systems
 6. Fed Ex Freight West
 7. Xilinx Inc.
 8. Hitachi
 9. Applied Materials
 10. Applied Biosystems
 11. Borland Software

- ***Developers***
 1. Menlo Equities
 2. Limar Realty Group
 3. Catellus
 4. Equity Office
 5. Sobrato Development
 6. The LandBank Group, Inc.

- ***Attorneys***
 1. Pillsbury Winthrop Shaw Pittman LLP
 2. Hoge, Fenton, Jones & Appel, Inc.
 3. Hopkins & Carley
 4. Rossi Hamerslough Reischl and Chuck
 5. Wilson Sonsini Goodrich & Rosati
 6. Matteoni, Saxe & O'Laughlin

Business, Transportation & Housing Agency

OFFICE OF REAL ESTATE APPRAISERS

REAL ESTATE APPRAISER LICENSE



OREA APPRAISER IDENTIFICATION NUMBER

AG024033

DONN H. BYRNE JR.

has successfully met the requirements for a license as a general real estate appraiser in the State of California and is, therefore, entitled to use the title "Certified General Real Estate Appraiser".

This license has been issued in accordance with the provisions of the Real Estate Appraisers' Licensing and Certification Law.

OFFICE OF REAL ESTATE APPRAISERS

Date Issued: August 15, 2008

Date Expires: August 14, 2010

Audit No. 106167