



Real Estate • Machinery & Equipment • Business Valuation
Personal Property • Financial Analysis

Since 1974



The Services We Provide

Commercial, Residential and Industrial Real Estate

From sophisticated food processing plants to retail shopping centers to high rise office buildings – BTI has appraised it. Our extensive record of accomplishment is both dependable and highly respected. BTI can determine value for either “as is” or “as proposed” construction, market analysis and feasibility studies. We handle projects of all sizes - from single-family residences to extensive subdivisions, and everything in between.

Our research and technical capabilities are second to none and we handle assignments anywhere in the world, including:

- All types of office and industrial buildings, including office condominiums
- Mobile home parks
- Golf courses
- Cemeteries
- Hotels and Motels
- Apartment and condominium complexes
- Affordable housing
- Agricultural land
- Medical buildings, nursing homes and hospitals
- Churches
- Schools
- Fire stations
- Restaurants
- Gas stations
- Car washes
- Food processing plants
- Cold storage facilities
- and much more...

Machinery and Equipment

Our diverse experience in appraising machinery and equipment includes all types of leasehold improvements, furniture and other tangible assets.

We can value assets as part of a business enterprise, for sale or collateral value, for eminent domain, insurance coverage, donations, property tax reduction and litigation purposes. We also provide inventory and tagging of fixed assets.

Businesses and Intangibles

We are often called upon to appraise businesses for estate planning, sale, purchase, dispute resolution, mergers, bankruptcy, loan support and eminent domain. We routinely perform purchase price allocations, partial interest discounts, valuations on intellectual property, non-compete agreements, contracts and other intangibles, as well as goodwill impairment and economic damages. Fair market value, liquidation value, lost profits and other damage calculations are regularly addressed.

Personal Property

BTI is an expert at performing personal property valuations that include residential contents, works of art or collections, exotic automobiles and inventory for estate taxes, insurance coverage, loans, sales, donations and litigation.

Financial Analysis

Sales, profits and expenses often need to be projected, or analyzed, based on external events that trigger losses or gains. BTI regularly performs this type of work for a variety of business types including real estate developers. We also analyze contract disputes that financially impact the parties. Commercial creditors even use our services to analyze and value accounts receivable and related assets that secure their loans to operating businesses.

BTI Appraisal provides valuation documentation and financial analysis for:

- Real estate sales
- Purchasing decisions
- Lending decisions
- Asset reviews
- Charitable donations
- Tax reduction
- Leasing rates
- Insurance coverage or claims
- Damages
- Litigation
- Arbitration
- Estate planning
- Corporate or marital dissolutions
- Limited and General partnership interests
- Construction planning
- Feasibility studies
- Market analysis
- Construction defects
- Diminution in value
- Loss of view or land
- Minority or marketability discounts for partial interests
- Eminent domain
- Replacement costs
- Equipment value in place and in use
- Fair market value
- Liquidation value
- Goodwill and goodwill impairment
- Lost profits
- Residential contents
- Artwork and other collectibles
- Exotic automobiles

Our Clients



Insurance

From determining proper coverage, to settling claims, BTI can assist with all major property claim events:

- Fire
- Earthquake
- Flood
- Land movement and mudslide
- Construction defects
- Contamination
- Asbestos
- Relocation costs

Whether you require reports or expert testimony before or after a loss, BTI's services for insurance purposes include

historical dates of value, allocation between land and improvements, diminution in value, fair market rental value, stigma, bad faith claims, or serving as the appraiser in arbitration proceedings.

We also calculate damages, including lost income, profits or rent as well as extra expenses connected with business interruption or property claims. Errors & Omissions coverage issues by other appraisal firms and replacement cost reports have also been assigned to our team. And during major disasters, we are ready to step into important roles at a moment's notice.

A.I.G.

Aetna Insurance

Allstate Insurance

Ameriprise Insurance Co.

Arroyo Insurance Services

California Fair Plan

Capital Insurance Group

Century Surety Insurance

Commercial Underwriters Insurance Co.

Farmers Insurance

Fireman's Fund Insurance

Great American Insurance

Hartford Insurance Co.

Hawkeye Security Insurance

Hoffman Brown Co.

McLarens Young

New Hampshire Insurance Co.

Pacific Specialty Insurance Co.

Prudential Insurance

Safeco Insurance

Scottsdale Insurance

St. Paul Fire & Marine

State Farm Insurance

The Travelers Insurance Companies

Truck Insurance

21st Century Insurance

United Agencies Insurance

U.S.A.A.

Zurich Insurance

Law

One of our core strengths is in providing expert testimony. We have over 20 years of experience defending values in court, providing quick response, sound conclusions, consultation and review of opposing expert work.

Our well-written and extensively documented reports reduce litigation costs and speed dispute resolution. BTI's work has passed the most rigorous scrutiny of the Internal Revenue Service, the SEC, government condemning agencies, and state and federal courts. The collective experience of our nationally regarded professionals can address projects of all sizes, in any location.

Akin, Gump, Strauss, Hauer & Feld

Arnold & Porter

Barbanel & Treuer

Berger Kahn

Bistline & Cohoon

Botto Law Group

Bremer Whyte Brown & O'Meara

Buchalter, Nemer, Fields & Younger
Burke, Williams & Sorenson
Callahan, McCune & Willis
Cihigoyonetché, Grossberg & Clouse
Clausen Miller PC
Countryman & McDaniel
DLA Piper Rudnick Gray Cary
Early, Maslach & Van Dueck
Ford, Walker, Haggerty & Behar
Freeman, Freeman & Smiley
Gibbs, Giden, Locher, Turner & Senet
Gibson, Dunn & Crutcher
Gifford, Dearing & Abernathy
Goodson, Wachtel & Petruilis
Gordon & Rees, LLP
Hawley, Troxell, Enis & Hawley
Hunt Ortman Palffy Nieves Lubka
Darling & Mah, Inc.
Jackson Lewis
Kirtland & Packard
Koeller, Nebeker, Carlson & Haluck
Law Offices of George Burns
Law Offices of Craig Hartsuyker
Law Offices of James F. Miller
LeClair Ryan
Lewis, Brisbois, Bisgaard & Smith
Loeb & Loeb
Long & Levit LLP
Lynberg & Watkins
Mariscal, Weeks, McIntyre
& Friedlander, P.A.
Mitchell, Silberberg & Knupp
Morgan, Lewis & Bockius
Morris, Polich & Purdy
Munger, Tolles & Olson, LLP
Murchison & Cumming
Musick, Peeler & Garrett
Negele & Associates
Nottage & Ward
O'Melveny & Myers
Ord & Norman
Parker, Milliken, Clark, O'Hara
& Samuelian
Pite, Duncan & Melmet
Proskauer Rose
Reed Smith
Richard Hamlin Attorneys
Robie & Matthai
Robinson & Wood, Inc.
Ropers, Majeski, Kohn & Bentley
Rutan & Tucker
Schiller, DuCanto & Fleck
Simpson Thacher & Bartlett
Snell & Wilmer, LLP
Wilson, Elser, Moskowitz, Edelman
& Dicker
Waters, McCluskey & Boehle

Lenders, Corporations and Institutions

Financial institutions, corporations and institutional clients appreciate BTI's comprehensive capabilities and rapid responsiveness. We offer a full range of accurately prepared reports, from self-contained narratives to URAR and FHA form appraisals. BTI handles single or volume assignments throughout the Western United States and beyond. Lenders also call us for machinery, equipment and inventory valuations.

American Premier Bancorp
American Realty Advisors
Annenberg Foundation
Banco Popular
Bessemer Trust
California Ironworker's Union
Cantwell-Anderson
Caran Precision Engineering Co.
Celtic Bank
Charles Drew University
Citic Ka Wah Bank
Clear Channel Communications
Comerica Bank
Exxon Mobil
Fairway Outdoor Advertising
First Capital
Glacier Water
Haliburton Energy Services
Honda Trading of America
Jenny Craig International
JP Morgan Chase Bank
Kaiser Foundation Health Plan
Keil's Food Stores
LAACO
LACMA
Morgan Stanley
Nations First
Northern Trust Bank
Pacific Western Bank
Professional Business Bank
RBC Capital
Security Business Bank
Stone & Youngberg
Temecula Valley Bank
The Macerich Company
U.S. Veterans Initiative
Union Bank
United Commercial Bank
Universal Studios
University of Southern California
Volunteers of America
Williams Service Corp.

Government

We work with cities, counties, states, federal and foreign governments on issues of eminent domain, partial or full takes, municipal bond collateral appraisals, lease rates for government-owned property, FPPC compliance reports, peer reviews and litigation.

Alameda Corridor Engineering Team
Alhambra Redevelopment Agency
CalTrans
City of Alhambra
City of Anaheim
City of Arcadia
City of Baldwin Park
City of Burbank
City of Carpentaria
City of Cerritos
City of Commerce
City of Covina
City of Downey
City of Duarte
City of Goodyear
City of Hawaiian Gardens
City of Inglewood Redevelopment
City of Las Vegas
City of Los Angeles
City of Monrovia
City of Monterey Park
City of Riverside
City of San Bernardino
City of San Diego
City of Santa Ana
City of Santa Monica
City of Santa Paula
City of South Pasadena
City of Temecula
City of Torrance
County of Los Angeles
County of Orange
County of San Bernardino
County of San Diego
FDIC
Government of the Bahamas
Internal Revenue Service
L.A. Housing Authority
La Puente Redevelopment Agency
Metropolitan Transportation Authority
State of California
State of Washington Military Department
U.S. Department of Army

The BTI Difference

WHEN VALUE
MATTERS

At BTI value is more than a price, it is the cornerstone of our company. Every day, in every report we produce, we strive to deliver true value in two significant ways. First, to provide accurate and defensible values for whatever asset we appraise. Second, to provide unparalleled value to our clients. We consistently achieve these goals by taking a unique approach to the tasks we are assigned, because our clients depend on us to deliver analysis and insight “when value matters” most.

Employees

While many of the firms we compete with rely on independent contractors, BTI maintains an exceptional staff of well-trained full-time employees who are able to devote the time and energy necessary to ensure that their reporting is both comprehensive and complete. We are a family owned business, which helps explain why our employees average 12 years of service with our firm. We maintain active membership in the leading industry groups including the American Society of Appraisers, Appraisal Institute, Worldwide ERC and the International Right of Way Association.

Reports

We take pride in producing well written, easy-to comprehend reports, and ensuring that the values we determine are accurate and defensible. We continually review our work to verify that all of the reports we generate conform to USPAP, government and appraisal society standards.

Reviews

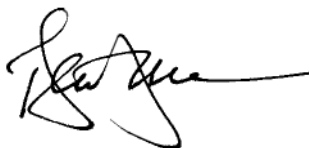
Before any report leaves our office, one of us personally reviews it – in addition to the originating appraiser. For particularly difficult assignments, several reviewers will proofread and fact check reports to ensure accuracy.

Response Time

Regardless of the location, scope of work, or quantity of appraisals required, our clients know that we will be there when they need us. The size of our company coupled with our research capabilities and the commitment from our staff provides our clients with a tangible advantage.

We are here to appraise correctly, meet or exceed your expectations for quality and responsiveness, and to support you after the report leaves our office by providing expert witness services and ensure your satisfaction with our performance.

If you have an appraisal assignment you'd like to discuss, please give us a call personally. It would be our pleasure to assist you “when value matters.”



Megan O'Rourke

BTI founder and Chairman, Ben F. Tunnell III, has headed the firm since 1974. He previously spent eight years with First Interstate Bank of California as Vice President at the corporate headquarters in Los Angeles. Mr. Tunnell received a BA degree in Economics from Claremont McKenna College and completed post-graduate courses at UCLA and the American Institute of Banking where he also lectured. He served on the Board of Arbitrators for both the American Arbitration Association and the Better Business Bureau. He has also been a Registered Investment Advisor and Broker / Dealer with the Securities and Exchange Commission and a licensed California Real Estate Broker.

Mr. Tunnell is an ASA, the senior designation of the American Society of Appraisers in Business Valuation, and a Certified General Real Estate Appraiser in multiple states. He has qualified and testified in Federal, State and Tax Courts, as well as in arbitration proceedings as an expert witness in appraisals of businesses, real estate, machinery and equipment, and financial analysis.



Megan Tunnell O'Rourke,
Vice Chairman and
Ben F. Tunnell III, Chairman

Affiliated Companies



BTI Brokerage

BTI Brokerage is a Realtor®, capable of handling the sale and purchase of all types of real estate and businesses.

BTI Consulting

BTI Consulting offers a wide range of professional services to individual, corporate and government clients.

Geographic Coverage

BTI regularly performs appraisal work throughout the United States and abroad. We are well positioned to perform any appraisal assignment regardless of location.





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