

ED CRAMER, REALTOR

COUNSELING, LITIGATION CONSULTING AND PROPERTY SALES AND MANAGEMENT

P.O. Box 420547

San Diego, CA 92142-0547

858-560-0070

EDUCATION

University of California Los Angeles, Bachelor of Arts; Pepperdine University Master of Science, 1974; also attended Michigan State University, Southwestern College, Pensacola College, Canal Zone Junior College, and National University Law School for one year.

ASSOCIATIONS

FIABCI International Real Estate Federation, member 1991-1997

NATIONAL ASSOCIATION of REALTORS, member 1973-2002

Director 1980-1988; 1990-1995

REALTORS NATIONAL MARKETING INSTITUTE, member 1975-2001

President of Southern California CRB chapter, 1981-1982

Member, CRB Chapter Activities Committee, 1981-1983

Member, CRB Designations Committee, 1982-1991

CRB Ambassador, 1985-1991

Certified Real Estate Brokerage Manager, number 1884 (68,000+ nationwide)

Editorial Board, Real Estate Business, 1986-1997

Charter Member, Certified Residential Specialist (35,000+ nationwide)

CALIFORNIA ASSOCIATION of REALTORS, member 1973-2002

Regional Vice President, district 24, 1985

Director, 1979-1991; designated Director for Life, 1992

Graduate, Realtors Institute of California

Designated State Faculty Instructor at Graduate Level since 1989

SAN DIEGO ASSOCIATION of REALTORS, member 1978-2002

President, 1984; Vice President, 1983

Executive Committee, 1980-1986

Board of Directors, 1979-1986

MLS Committee Chairman, 1979

Nominating Committee Chairman, 1985

Past member of South San Diego Bay Cities, San Dieguito and East San Diego County Boards of Realtors.

Past member, Professional Standards Committee of each of the above

Boards, as well as a member of the Education Committee and Local Government Affairs Committees of several Boards.

CIVIC and POLITICAL

Chairman, San Diego County Property Tax Assessment Appeals Board, 1989-1992

Member, San Diego County Property Tax Assessment Appeals Board, 1984-1992

Designated Expert Witness, San Diego Superior Courts since 1983

American Arbitration Association Panelist for Real Estate and Construction Contracts

San Diego Association of Governments, Advisory Committee on Regional Economic Growth, 1984-1986

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(continued)

Past Chairman, Executive Committee for the Sweetwater Community Plan;*
Past Chairman, Sweetwater Community Planning Group;*
Commissioner, San Diego County Flood Control Commission, 1975-1979.
*Publicly elected by General Election vote; served as first chairman of each group.

Civic and Political: Member, San Diego Building Contractors Association, 1980-1981;
Member, San Diego Chamber of Commerce, 1980-1981;
Member, San Diego Executives Association, 1977-1978;
Director, Sweetwater Valley Civic Association, 1973-1980;
Past member, Republican State Central Committee and Republican Central Committee of San Diego County.

Instructorship: Instructor in Real Estate, University of California at San Diego, 1981-1984; Instructor of California Department of Real Estate mandatory Ethics course (and 40 other continuing education courses), San Diego Board of Realtors and California Association of Realtors at Graduate Level, since 1989.

Business: Broker/Owner of Circle Realty and Circle Realty Company since 1980; Past President, Realty Register of San Diego, Inc. President of Condominium Homeowners Association with 243 units; five years, Vice Chair, Vice President, Board Member of Vacation Time Share Owners Association Board of Directors (31,000 + owners); 12 years listed in "Who's Who in Commercial and Residential Real Estate".
Past Director, Colony 1 Association of Apartment Owners, Hawaii, 1992-1996.
President, San Diego Forensic Consultants Association, 1997-1998.
President, Wave Crest Owners Association, 2001.
Vice President Suntera Pacific Vacation Time Owners Association, 2000-present.
Director Tamarack Beach Vacation Owners Association, 2000-present.

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Background

Over 40 years combined background in management, administration, and sales.

As District Manager for Grubb & Ellis Residential Brokerage Company in San Diego County, managed four large sales offices with sales force of 90. Co-Owner of five residential office companies with sales force of 50, plus commercial, escrow, insurance and property management departments, and managers, a bookkeeper and several other employees.

Twenty-two years military service, retired with rank of Commander, U.S. Navy, having been in command and executive officer positions in major combatant commands, and Navy Command Operations Center Officer, Saigon and Camrahn Bay during Vietnam involvement. Liaison Officer to Panamanian National Guard and San Diego County Board of Supervisors. As Chief Staff Officer of 49 vessel flotilla (542 officers, 5,800 men) staff developed and supervised major combat tactical policies, plans and evolutions. Served as Operations Officer of several Flag/Fleet Commands and as Commander, Seventh Fleet's Beachmaster during 1969-1971 in Southeast Asia.

Managed Century 21 office, 1975-1977. Office won annual award, 1976, for top office in County (field of 115 offices). Based on that performance, Century 21 requested assistance in opening up Century 21 of the South (Alabama, Northwest Florida, Mississippi and Tennessee Region). Participated in state conventions' introductory marketing of Century 21 franchises in the South.

Certified by the California Department of Real Estate to instruct 36 courses required for Continuing Education Credit for renewal of the real estate licenses. Certified Graduate level state faculty member for the California Association of Realtors.

Developed and conducted seminars, sales rallies and training sessions for franchise organization, employing company, Boards of Realtors, and California Association of Realtors (three different years conducted annual convention sessions for C.A.R. in the area of relocation, referral, and selection and training of sales associates).

Member of Toastmasters International, Instructor, Real Estate Practice surveys. Negotiated and terminated leases; developed advertising to impact new market area. Authored and developed 550 page sales training manual and curriculum and implemented one, two and three week real estate training programs which have attracted attention from brokers throughout the country. Authored a 254 page management development text. Organized advertising campaigns including all media, selection of advertising agencies and talent for radio and other mass media programs. Sold franchises for Realty Register to prospective brokers who had refused affiliation with all other previous franchise sales attempts. Special skill in negotiating and mediating disputes as has been recognized by appointment as California Association of Realtors Inter-board Arbitrator for over 15 years and selection as Panelist (with specialization in real estate, contracts and construction techniques and procedures) for the American Arbitration Association.



EDWARD CRAMER, GRI, CRB, CRS
 Graduate Faculty Member
 P.O. #20547
 San Diego, CA 92142-0547
 (858) 560-0070

Ed Cramer is owner of Circle Realty in San Diego. He has had 40 years combined background in management, administrative, and sales. Cramer holds a B.A. from UCLA and a Master of Science Education from Pepperdine University. Cramer is currently a Graduate Faculty Member for the California Association of REALTORS® and has previously taught Real Estate Practice at the University of California at San Diego. Cramer has been certified as an Expert Witness in real estate matters in San Diego Superior Courts since 1983. Having special skill in negotiating and mediating disputes, he has been recognized by the California Association of REALTORS® as a Inter-Board Arbitrator for 10 years and was selected as a panelist for the American Arbitration Association.

He was for five years, the Chairman of the County Property Tax Assessment Appeals Board. He has also written both sales and management training texts used by a national franchise. Cramer served as a Director for the National Association of REALTORS® and became an Honorary Director for Life of the California Association of REALTORS®.

COURSES CERTIFIED BY DEPT. OF REAL ESTATE
 TO TEACH INCLUDE:

- 905 Agency Relationship (mandated)
- 801 Agency Relationship (GRI)
- 856 Ethics, Prof Condt (mandated)
- 802 Ethics, Prof Condt (GRI)
- 288 Fair Housing (mandated)
- 808 Financing Residential RE (GRI)
- 230 Full Disclosure
- 806 Governmental Effects (GRI)
- 150 Intro to GRI Series
- 807 Legal Issues (GRI)
- 803 Listing & Pricing Prop (GRI)
- 804 Marketing & Servicing Prop (GRI)
- 800 Personal Strateg Success (GRI)
- 809 Real Estate Taxation (GRI)
- 276 Targeting First Time Buyers
- 965 Transfer Disclosure Statement
- 243 Touring the Paper Path
- 286 Trust Fund Mngmnt (mandated)
- 805 Your Guide Binding Cntrct (GRI)

GRI-Courses Day 1,2,3,4,5

- Ethics
- Pricing Properties
- Listing Properties

GRI-II Courses Day 1,2,3,4

- Agency
- Trends in Real Estate
- Real Estate Taxation

CIRCLE REALTY

EDWARD CRAMER, GR CRB, CRS, RNML, FIABCI

P.O. Box 420547

San Diego, California 92142-0547

(858) 560-0070 fax (760) 789-0731

Areas of Expertise: Real Estate ethics standards of care, due diligence, disclosure, practice, procedures, agency, policy, property management, compensation and legal issues.

Services: Expert testimony/litigation consultation; document review; deposit preparation; strategy recommendation

Professional Experience: Award-winning Owner/Broker actively managing thousands of transactions over 27 years. Instructor in Real Estate Continuing Education for California Department of Real Estate and California Association of Realtors. Sixteen years experience as litigation consultant/expert witness in over 400 cases.

Professional Affiliations: President, Forensic Consultants Association of San Diego, 1996, 1999
Certified Real Estate Brokerage Manager
Graduate, Real Estate Institute
Editorial Board, Real Estate Business
National Association of Realtors, Director 1982-1995
Chair and member County (Property Tax) Assessment Appeals Board 1991-92
Past District Manager, San Diego County for Grubb and Ellis
Panelist with American Arbitration Association
Member, International Real Estate Federation (FIABCI)
Member, Employers Relocation Council, 1977-95
Served on numerous committees for all organizations
Past President San Diego Association of Realtors
Director, California Association of Realtors from 1978-present

Honors/ Awards: Honorary Director for Life, California Association of Realtors.
Listed in "Who's Who in Commercial and Residential Real Estate"

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Circle Realty
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Bus(858) 560-0070
FAX(760) 789-0731

- * Litigation Consultant / Expert Witness
- * **400+** cases during the past **22** years
- * Standards of Care, Transactional Analysis, Agency, Document Review, Disclosure, Property Management, Square Footage, Supervision Problems
- * Certified Real Estate Brokerage Manager
- * Member & Past President, San Diego Association of Realtors
- * Honorary Director for Life, California Association of Realtors
- * 15 Years as Director, National Association of Realtors
- * DRE-Certified Continuing Education Instructor
- * Certified Residential Specialist