Craig Chiappone

Multi-Family Investment Expert Witness | Partnership Disputes | Consulting & Brokerage Disputes | Asset Management Disputes
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PROFESSIONAL SUMMARY

Seasoned multi-family real estate professional with 26 years of hands-on experience spanning brokerage, consulting, investment sales, asset management, and general partner roles predominantly across California markets. Former principal of Apartment Realty Advisors (later ARA Newmark), participating in brokerage operations, investment sales, and strategic initiatives culminating in the firm's acquisition in 2015. Founded and administered over a dozen partnerships created for the ownership and operation of multi-family assets. Extensive experience with multi-family underwriting & operations, fiduciary standards, and partnership structures.

Available to serve as a testifying or consulting expert witness in matters involving complex multi-family investment disputes, large partnership disputes, general partner conduct and standards, brokerage conduct and standards, asset mismanagement, partnership / operating agreement interpretation and customary promote / waterfall structures.

EXPERT WITNESS PRACTICE AREAS

Multi-Family Brokerage & Investment Sales
- Brokerage standards of care
- Fiduciary Duties of real estate professionals
- Brokerage industry customs
- Investment sales practices
- Broker opinions of value (BOVs)
- Market analysis and comparables
- Transaction structuring
- 1031 exchanges
- Due diligence practices

Partnership & Fiduciary Matters
- General partner duties
- Partnership governance
- Large partnership disputes
- Limited partner rights
- Fiduciary standards
- Operating agreements
- Capital calls
- Promote structures
- Investment damages
- 1031 exchanges
- Partnership buy-outs

Investment & Financial Analysis
- Property underwriting
- NOI, cash flow and cap rate analysis
- DSCR analysis
- Investment valuation
- Financial modeling
- Feasibility analysis

Asset & Property Management
- Customary asset management practices
- Property operations
- Property repositioning
- Budgeting
- Occupancy optimization
- Construction oversight
- Capital improvement projects
- Value-add strategies
- Municipal negotiations

Financing & Capital Structure
- Conventional lending
- Agency financing
- Bridge financing
- Private capital
- Hard-money loans
- Loan negotiations
- Distressed Assets

REPRESENTATVE ENAGEGMENT TOPICS

- Large partnership disputes
- Brokerage standard of care
- General partner conduct
- Fiduciary duties of real estate professionals
- Industry customs & practices
- Commercial reasonableness
- Distressed assets
- 1031 exchanges
- Multifamily valuation
- Capital call disputes
- Operating agreement interpretation
- Asset management practices
- Investment damages
- Broker negligence
- Due diligence disputes
- Value-add investment analysis

EXPERT WITNESS & LITIGATION SUPPORT EXPERIENCE

Areas in which opinions may be offered include:

- Large partnership disputes, breach of fiduciary duties, breach of contract, partnership dissolution, partnership governance, general partner conduct, professional negligence and malpractice.
- Brokerage customs, fiduciary standards, professional negligence and malpractice.
- Multi-family investment valuation, underwriting methodology, marketing standards, 1031 exchanges and marketing standard practices.
- Experienced presenting complex investment analysis to institutional investors, lenders, municipalities and private investment partnerships and individuals.
- Available for case review, rebuttal analysis, and deposition preparation support.

PROFESSIONAL EXPERIENCE

Managing Principal — General Partner — Asset Management *2002 – Present*

Multiple LLC and S-corps — Multi-Family Investments

- Formed, structured and administered limited partnerships, general partnerships and tenant-in-common ownership structures involving acquisition, financing, renovation, operation and disposition of multifamily investment properties.
- Reported to limited-partner investors on portfolio performance, distributions, and capital event timelines.
- Managed waterfall distributions, preferred returns, capital call processes & K-1 reporting.
- Negotiated agreements for affordable housing with local municipalities and California state agencies to convert existing market-rate properties.
- Developed and implemented annual operating budgets, CapEx schedules, and performance benchmarking.
- Created repositioning strategies including rent roll optimization, expense-controls and Capex strategies
- Supervised large CapEx value-add projects ranging from interior rehabilitation to major structural & seismic overalls to adding units to existing buildings.
- Worked extensively with engineers, architects and planning departments design and implementation.
- Negotiated purchase and sale agreements, LOIs, and financing with conventional lenders, bridge lenders, agency lenders and private capital sources.
- Oversaw property management relationships, lease-up strategies, and occupancy optimization initiatives.

Multi-Family Consulting & Brokerage Services *2000 - 2021*

- **Senior Vice President - Arroyo & Coates** *2000 - 2009*
- **Principal - Apartment Realty Advisors / "ARA" (formerly Arroyo & Coates)** *2009 - 2015*
- **Executive Managing Director - ARA Newmark (formerly ARA)** *2015 - 2021*

- Consulted clients on strategy for their multi-family holdings, assisting in the execution of cash flow, net-worth, long-term capital appreciation, estate planning, 1031 exchange strategy & deal structuring goals across their portfolios.
- Represented buyers and sellers in multi-family investment sales transactions with total transaction volume exceeding $2.5 Billion and over 150 transactions.
- Lead the Private-Client group at Apartment Realty Advisors with practice centered around the more complex and technical of transactions.
- Successful repeat client base, in multiple cases closing over 25 transactions together, many of whom now make up investors in partnerships as noted above.
- Worked with the same core team of brokerage and consulting partners for all 21 years active in the business.
- Nominated by peers to participate in negotiations involving tax planning and transaction structuring for the sale of Apartment Realty Advisors, an 18-office brand across 13-states.
- Prepared broker opinions of value (BOV) pro-forma underwriting and market comparables analysis for acquisition and disposition advisory.
- Recipient of Rookie of The Year award in 2000 and first broker in Arroyo & Coates 15-year history of reaching Senior Vice President status in first 6 months in the business.
- Constantly ranked among the firm's top-producing investment brokers.
- Go-to office mentor training several new hires, who continue today as top producing brokers.
- Operated under California DRE licensure maintaining fiduciary duties to clients in all represented transactions.

CREDENTIALS, LICENSES & AFFILIATIONS

- Formerly licensed for over 20 years by the California Department of Real Estate (Agent's License # 01303556)
- National Multi Housing Council (NMHC) - Member
- California Apartment Association (CAA) - Member
- Pacific Housing Association (PAA) - Member

EDUCATION

Bachelor of Arts, Business Administration — Emphasis in Entrepreneurship *1996 - 2000*

Charles H. Lundquist College of Business

University of Oregon — Eugene, Oregon

- Completed full degree program in three years with one full academic year abroad (1999).
- Coursework emphasis in entrepreneurship, business strategy, and finance.

Italian Language & Culture Studies *1999 - 2000*

Università per Stranieri di Siena — Siena, Italy

- Completed all offered levels of Italian language coursework and received equivalent of a diploma.
- Studied Italian history, culture, and civilization in an immersive academic environment.
- Lived with Italian students gaining a deep connection and appreciation for the Italian culture.

EXPERT ENGAGEMENT TERMS

Available for retention as testifying or consulting expert. Engagements include initial case review, expert report preparation (Rule 26 compliant), deposition testimony, and trial/arbitration testimony. Curriculum Vitae and fee schedule provided upon request.