

## PROFESSIONAL QUALIFICATIONS

MICHAEL V. SANDERS, MAI, SRA

**Coastline Realty Advisors**  
**3020 Old Ranch Parkway, Suite 300**  
**Seal Beach, CA 90740**  
**562-598-2402 [office]**  
**562-884-5813 [cell]**  
<https://CoastlineRealtyAdvisors.com>  
[mike@coastlinerealtyadvisors.com](mailto:mike@coastlinerealtyadvisors.com)

## EXPERIENCE

Extensive experience in the valuation and evaluation of real property for corporate clients, financial institutions, attorneys, public and governmental agencies, including:

Vacant Land – residential, commercial, industrial, acreage

Residential – single-family dwellings, condominiums, planned-unit developments, apartments, subdivisions and mobile home parks

Commercial – professional office buildings, medical offices, office condominiums, shopping centers, retail stores, hotels and motels, restaurants, automobile dealerships, parking structures and mixed-use properties

Industrial – light industrial buildings, multi-tenant industrial parks, warehouses, manufacturing plants, research & development

Easement valuation, leased fee and leasehold interests, bond-financed properties, market research, construction defects, casualty loss, statistical analysis, property tax appeals, full and partial taking for condemnation, appraisal review

Court Experience – qualified as an expert witness in Federal Court; Los Angeles, Orange, Riverside, San Bernardino and San Diego County Superior Courts; U. S. Bankruptcy Court

August 2014-Present      *Coastline Realty Advisors, Inc.* Principal; activities include valuation, consulting, expert testimony and litigation support in the area of real estate damages.

October 2018-December 2019      *Landmark Research Group* Consultant; activities include consulting and litigation support in the area of real estate damages.

November 1999-July 2016      *Bell Anderson & Sanders, LLC* Principal; activities include valuation, consulting, expert testimony and litigation support in the area of real estate damages.

January 1999-September 1999

May 1997-December 1997      *Coastline Realty Advisors* Principal; activities include valuation, consulting, appraisal review, expert testimony and litigation support.

- January 1999-August 1999 *PricewaterhouseCoopers* Consultant to Real Estate Damages Practice, including supervision of large assignments, specialized consulting, litigation support and expert testimony.
- January 1998-January 1999 *PricewaterhouseCoopers* Director of Real Estate Damages Practice; activities include supervision, valuation, consulting, appraisal review, expert testimony and litigation support.
- December 1987-April 1997 *Coastline Group, Inc.* Senior associate engaged in valuation, consulting, appraisal review, expert testimony and litigation support.
- March 1987-December 1987 *TRW Appraisal Services.* Chief appraiser/manager, responsible for office management and appraisal review functions.
- May 1981-March 1987 *Paul G. Kloster, Inc.* Independent appraiser engaged in valuation, appraisal review, expert testimony and litigation support.

## **PROFESSIONAL AFFILIATIONS**

Member of the Appraisal Institute, with MAI and SRA (RM) designations awarded in 1988 and 1986, respectively; Appraisal Institute activities include:

- Southern California Chapter Board of Directors, 1994–98
- Chair of Orange County Branch Chapter, 1998
- Vice Chair of Orange County Branch Chapter, 1997
- Member of Southern California Chapter Admissions Committee 1988–96
- Vice Chairman of Admissions Committee 1990 and 1993–94
- Regional Ethics and Counseling Panel 1992–97
- National Board of Examiners – Experience, RM Subcommittee 1988–91

International Right-of-Way Association (IRWA), Orange County Chapter 67

Forensic Expert Witness Association:

- Orange County Chapter President, 2000
- Board of Directors, 1999

## **LICENSES**

State of California Certified General Real Estate Appraiser #AG002434

## **PUBLICATIONS**

Content Reviewer/Consultant, *The Appraisal of Real Estate, Fifteenth Edition*, Chicago: Appraisal Institute, 2020

Contributor, *Real Estate Damages, Third Edition*, Chicago: Appraisal Institute, 2016

Contributor, *Applications in Litigation Valuation: A Pragmatist's Guide*, Chicago: Appraisal Institute, 2012

Contributing Author, *Real Estate Damages: Applied Economics and Detrimental Conditions, Second Edition*, Chicago: Appraisal Institute, 2008

Contributor/Technical Advisor, *Real Estate Damages: An Analysis of Detrimental Conditions*, Chicago: Appraisal Institute, 1999

"Housing Affordability: Policies and Consequences," *Right of Way*, July/August 2020

"Market Value: What Does It Really Mean?," *The Appraisal Journal*, Summer 2018 (recipient of Swango Award for Best Article by a Practicing Appraiser in 2018)

"Rethinking Fee Simple," *Right of Way*, May-June 2018

"PACE Financing: What Appraisers Should Know," *Working RE Online*, July 2017

"Trend Analysis: How a Deeper Analysis of Market Trends Can Help Appraisers Better Support Conclusions," *Valuation*, Q3 2016

"Examining the Variables: Determining What's Statistically Significant in Assessing Proximity Damages," *Right of Way*, May/June 2016

"Appraising Diminished Value," *California Lawyer*, November 2012

"Mold: What Appraisers Should Know," *Valuation Insights & Perspectives*, Third Quarter 2005

"Real Estate Appraisal Standards," *California Lawyer*, December 2002

"Appraisal Alchemy Debunked," *Right of Way*, July/August 2000

"Value Diminution as a Measure of Real Property Damages," *Orange County Lawyer*, February 2000

"Aas/Provencal v. Superior Court of San Diego County: An Appraisal Expert's View," *San Francisco Law Review*, 1999

"Post-Repair Diminution in Value from Geotechnical Problems," *The Appraisal Journal*, January 1996

## **EDUCATION**

### Undergraduate Studies

B. A. degree in Business Administration with concentration in Finance from California State University Fullerton; graduated with honors May 1981

### Professional Studies

Successfully completed the following courses sponsored by the American Institute of Real Estate Appraisers and the Appraisal Institute:

Real Estate Appraisal Principles – February 1982  
Basic Valuation Procedures – April 1983  
Residential Valuation – June 1983  
Standards of Professional Practice – March 1984, May 1991, July 1996, September 2000, August 2004  
Capitalization Theory & Techniques, Part A – June 1984  
Capitalization Theory & Techniques, Part B – November 1985  
Case Studies in Real Estate Valuation – August 1986  
Valuation Analysis and Report Writing – September 1986  
Market Analysis and Highest & Best Use – June 1995  
Real Estate Finance, Statistics and Valuation Modeling – April 2011  
Practical Regression using Microsoft Excel – June 2012  
Quantitative Analysis – October 2012

Westech College:

Geographic Information Systems – May 1996

Orange Coast College:

Probability and Statistics – August-December 1998

Partial Continuing Education:

Regression Analysis in Appraisal Practice – August 1999  
Statistical Methods for Residential Analysis – September 2000  
Issues in Construction Defects and Damaged Properties – September 2000  
Demystifying and Handling Mold Claims in California – November 2001  
Appraisal Institute Summer Conference – August 2003  
Law of Easements in California – March 2004  
Market Analysis and the Site To Do Business – July 2005  
Construction Defect Seminar – May 2006  
What Clients Would Like Their Appraisers To Know – June 2006  
Valuation of Detrimental Conditions – April 2007, October 1998  
Introduction to GIS Applications for Real Estate Appraisal – April 2007  
Analyzing Distressed Real Estate – April 2007  
Construction Defect & Construction Law Conference – October 2008, June 2005 and prior  
Business Practices and Ethics – October 2008, September 2006  
An Introduction to Valuing Green Buildings – November 2008  
Las Vegas Housing Outlook – January 2009

Appraisal Curriculum Overview – March 2009  
LEED Core Concepts and Strategies – June 2009  
Subdivision Valuation – August 2009  
Residential Design: The Makings of a Good House – November 2009  
Environmental Litigation Workshop – November 2010  
Appraising the Appraisal – August 2011  
Marketability Studies: Basic Applications – August 2012  
Complex Litigation Appraisal Case Studies – July 2013  
Federal and California Statutory and Regulatory Law for Real Property Appraisers – June 2014  
Special Purpose Properties – July 2014  
Appraisal of Land Subject to Ground Leases – April 2015  
Nuts and Bolts of Green Building for Appraisers – April 2015  
Appraisal of Self-Storage Facilities – May 2015  
Residential and Commercial Valuation of Solar – May 2015  
Introduction to Green Buildings: Principles and Concepts – June 2015  
Case Studies in Appraising Green Residential Buildings – June 2015 and August 2011  
Business Practices and Ethics – November 2015  
Appraisal Institute Annual Conference – July 2016  
Federal and California Statutory and Regulatory Law for Real Property Appraisers – April 2018  
Appraisal Institute Annual Conference – July 2018  
Artificial Intelligence Impacts on the Residential Real Estate Industry – October 2018  
Real Estate Law and Business Forum – April 2019  
California Land Use Seminar – May 2019  
Appraisal Institute Annual Conference – July 2019  
Stats, Graphs and Data Science 1 and 2 – September 2019  
Litigation Seminar – November 2019, November 2018, November 2017, November 2016 and prior  
Federal and California Statutory and Regulatory Law for Real Property Appraisers – May 2020  
Uniform Standards of Professional Appraisal Practice Update – May 2020, September 2018 and prior  
Accessory Dwelling Units (ADU): Valuation Challenges and the Law – October 2020  
Market Trends Seminar – January 2021, January 2020, January 2019, February 2018 and prior