

## PROFESSIONAL QUALIFICATIONS

**PAUL E. CHANDLER, MAI**

**Paul.Chandler@PropSci.com**

**Ph: 925.246.7301**

### **EXPERIENCE:**

1984 to

Present

#### **CEO & Founder**

THE PROPERTY SCIENCES GROUP INC., Concord, CA

A full range of appraisal, research and consulting services performed throughout the western United States on every major category of real estate and on most special purpose type properties.

- The firm has two primary operating divisions - commercial services and residential services. Commercial services include full appraisals, review appraisals, business valuations and litigation support. Residential services include single family residential appraisals and review appraisals.
- The commercial services division provides services to public and private sector interests, including financial institutions, pension funds, developers, attorneys and local, state and federal agencies.
- Litigation support has been provided on a variety of cases, including eminent domain, environmental contamination, structural defects, partnership dissolution and bankruptcy proceedings. Market resistance (stigma) damages have been estimated for landslides, fires, floods, contamination and many other external detriments
- The residential services division is one of the largest providers of single family appraisals to the mortgage lending community of California. The firm's single family practice is acknowledged by the nation's top lenders as a model of excellence in the industry based on its professional management and quality control procedures.

1996-2001

(Concurrent)

#### **CEO & Founder**

COMMERCIAL LENDER MAGAZINE & C-LENDER.COM, Pleasant Hill, CA

- Developed Commercial Lender directory magazine in 1996 as a customer service to Property Sciences' appraisal clients. Magazine grew into one of the largest nationally distributed periodicals in commercial real estate finance with peak circulation of 25,000.
- Launched C-Lender.com in July 1999 as online companion to magazine. Recognized as early mover in the online commercial real estate finance space, exceeding \$100 million per month in loan requests.
- Sold Commercial Lender magazine and C-Lender.com in February 2001 to Scotsman Publishing.

1983-1984

#### **Vice President**

GOLDEN COIN SAVINGS & LOAN ASSOC., San Francisco, CA

- Managed real estate department, which included acquisition, development and disposition of real estate held for investment and acquired through foreclosure.
- Reviewed, assessed feasibility and advised on major construction loan requests.
- Supervised loan servicing department, including collection and foreclosure.
- Involved in the establishment of a secondary market department for single-family loan product.

1980-1983

#### **Senior Vice President**

CORINTHIAN REAL ESTATE CORPORATION, Emeryville, CA

- Branch expansion site acquisition consulting for financial institutions with clients including: Glendale Federal Savings, Coast Federal Savings, American Savings, Valley Federal Savings, and many more.
- Consulting relationships focused primarily on definition of branch expansion program, market analysis, and negotiation for and acquisition of real estate.
- Served in a liaison capacity between clients and respective governmental agencies. Established effective levels of communication for achieving positive results on those projects requiring regulatory approval.

1981-1983  
(Concurrent)

**Vice President**

**MARKET INSIGHT CORPORATION**, Emeryville, CA

- System restructuring and branch acquisition consulting for major financial institutions.
- In compliance with regulatory agency procedures, formulated written arguments demonstrating the need to establish a financial institution branch in a market.

**PROFESSIONAL  
LICENSES,  
DESIGNATIONS,  
AFFILIATIONS:**

Member, Appraisal Institute (MAI #8418)  
State of California Certified General Real Estate Appraiser (AG001801)  
State of Nevada Certified General Real Estate Appraiser (A.0004657-CG)  
California Real Estate Broker (00884561)  
General Securities Registered Principal, NASD (Retired)

**EDUCATION:**

MBA, Walter A. Haas School of Business,  
**University of California, Berkeley**, 1989.  
B.S., Business Administration (Real Estate and Finance),  
**University of California, Berkeley**, 1981.

**COURSES - APPRAISAL INSTITUTE:**

National USPAP (2005)	New Industrial Valuation
Appraisal of Nursing Facilities (2003)	Appraising Complex Northwest Properties
Analyzing Operating Expenses (2003)	Valuation of Detrimental Conditions
Small Hotel/Motel Valuation (2003)	Wetlands Valuation – Part 1
Training the Trainee (2003)	The High-Tech Appraisal Office
Statistical Modeling & GIS: Apps for Income Properties (2002)	Eminent Domain Appraisal
Financial Reporting Valuations, Part 1(2002)	USPAP Update Seminar
Future of Appraisal Profession from a Global Perspective (2002)	Evaluating Residential Construction
Private Conservation Market (2002)	The New Uniform Residential Appraisal Report (URAR)
Real Estate Disclosure (2001)	Assessment Bonds Seminar
Standards of Professional Practice (1999)	Easement Valuation Seminar
Appraisers and the Internet (1999)	Financial Institution Reform Recovery and Enforcement Act (FIRREA)
Supporting Sales Adjustment (1999)	Valuation Analysis & Report Writing
Residential Design & Functional Utility (1999)	Capitalization Theory & Technique
Appraisal of Local Retail Properties (1999)	
Appraising the Tough Ones	

**COURSES – U.C. BERKELEY:**

Real Estate Finance	Econometric Analysis
Real Estate Principles	Real Estate Finance
Real Estate Issues	Real Estate Development
Real Estate Development Law	Real Estate Investments
Real Estate Database Applications	Real Estate Syndication

**QUALIFIED AS EXPERT WITNESS:**

Superior Court, Alameda County	Superior Court, San Mateo County
Superior Court, Contra Costa County	U.S. Bankruptcy Court, 9 <sup>th</sup> Circuit, Northern District of California, Divisions 1 & 5
Superior Court, Placer County	
Superior Court, San Francisco County	