

# Jeff A. Greenwald, MAI, SRA, AI-GRS, ASA, FRICS

## Experience

Jeff Greenwald, MAI, SRA, AI-GRS, ASA, FRICS is the founding stockholder, Senior Managing Director and principal in the San Diego office of Integra Realty Resources. Jeff began his real estate career in 1979. He has been an independent fee appraiser since 1991 providing appraisal, consultation and litigation services to as a Senior Associate Appraiser of the Limbach Company and President of his own company, JAG Enterprises. He previously owned and operated a real estate development company, providing extensive experience in development, financing, construction, and leasing.

Jeff's real estate development career spanned six years and his company, Winer Greenwald Development, Inc. completed the development of 17 office, retail, apartment and automotive projects with a combined value of over \$100 million. His leasing and sales career included six years at John Burnham & Company and two years at Business Real Estate Brokerage where, combined, he completed over 1,700 lease transactions. Jeff is a Certified General Appraiser in five western states and also holds a California Real Estate Broker's license.

## Professional Activities & Affiliations

Appraisal Institute, Member (MAI) Appraisal Institute, August 2005  
Appraisal Institute, Senior Residential Appraiser (SRA) Appraisal Institute, November 2009  
Other: Appraisal Institute, General Review Specialist (AI-GRS), May 2015  
American Society of Appraisers (ASA) Accredited Senior Appraiser, October 2014  
Royal Institute of Chartered Surveyors, Fellow (FRICS) , December 2007  
Member: San Diego Association of Realtors, January 2006  
Member: California Association of Realtors, January 2006  
Member: National Association of Realtors, January 2006

## Licenses

California, Certified General Real Estate Appraiser, AG025255, Expires October 2017  
Washington, Certified General Real Estate Appraiser, 1101811, Expires October 2018  
Oregon, Certified General Real Estate Appraiser, C000883, Expires October 2018  
Arizona, Certified General Real Estate Appraiser, 31748, Expires September 2017  
Texas, Certified General Real Estate Appraiser, 1380183, Expires October 2018  
New Mexico, Certified General Real Estate Appraiser, 03478-G, Expires April 2018  
Georgia, Certified General Real Estate Appraiser, 367835, Expires October 2017  
California, Real Estate Broker, 00695819

## Education

Real Estate / Appraisal Courses Completed  
Real Estate Principles  
Real Estate Practice  
Fundamentals of Appraisal  
Property Management  
Real Estate Finance  
Legal Aspects of Real Estate  
Income Capitalization 310 Appraisal Institute  
Appraisal Principles 110 Appraisal Institute

Integra Realty Resources  
San Diego

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San Diego, CA 92121

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## Education (Cont'd)

Appraisal Procedures 120 Appraisal Institute  
Appraisal General Applications 320 Appraisal Institute  
Standards of Professional Practice 410 Appraisal Institute  
Standards of Professional Practice 420 Appraisal Institute  
Standards of Professional Practice 430 Appraisal Institute  
Advanced Income Capitalization 510 Appraisal Institute  
Highest and Best Use 520 Appraisal Institute  
Advanced Sales Comparison/Cost Approach 530 Appraisal Institute  
Advanced Applications 540 Appraisal Institute  
Advanced Report Writing 550 Appraisal Institute  
Litigation Appraising: Specialized Topics and Applications 705 GRE  
Condemnation Appraising: Principles and Applications 715 GRE  
The Appraiser as an Expert Witness 700 GRE  
Appraisal Curriculum Overview -General - 430 BDM  
Fundamentals of Separating Real and Personal Property from Intangible Business Assets - AI 833  
Review Theory General

### Recent Seminars / Continuing Education

2007 Economic Forecast (02/07)  
Internet Search Strategies (03/07)  
Small Hotel Valuation (04/07)  
Analyzing Distressed Real Estate (08/07)  
Appraising Convenience Stores (08/07)  
Appraisal Review General (11/07)  
San Diego Economic Forecast (02/08)  
Uniform Appraisal Standards for Federal Land Acquisitions (05/08)  
Litigation Appraising: Specialized Topics and Applications (10/08)  
Hypothetical Conditions and Extraordinary Assumptions (11/08)  
7 Hour USPAP Update (01/09)  
2009 Economic Forecast (02/09)  
Business Practices and Ethics (04/09)  
Valuation of Green Buildings (04/09)  
7 Hour USPAP Update (07/09)  
Condemnation Appraising: Principles and Applications (09/09)  
Litigation Appraising and Expert Witness Strategies (10/09)  
Self Storage Seminar (01/10)  
2010 USPAP Update (01/10)  
Hotel Valuations: New Techniques, Appraisal Institute (02/10)  
Business Practices and Ethics (10/10)  
7 Hour USPAP Update (11/10)  
2011 San Diego Economic Update (02/11)  
Supporting Capitalization Rates (05/11)  
7 Hour USPAP Update (06/11)  
Southern California Investment Sales Updated (06/11)  
San Diego Industrial Market Updated (07/11)  
San Diego Office Leasing Updated and Outlook (08/11)  
San Diego County Housing Market Update (09/11)

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## Education (Cont'd)

Self-Storage: Emerging Core Asset (10/11)  
2012 San Diego Economic Update (02/12)  
4-Hour Federal and California Statutory and Regulatory Laws (11/12)  
7-Hour USPAP Update (3/13)  
Liability Issues for Appraisers Performing Litigation and Other Non-Lending Work (05/13)  
Loss Prevention Seminar for Real Estate Appraisers (05/13)  
Business Practices and Ethics (08/13)  
Online Cool Tools: New Technology for Real Estate Appraisers (10/14)  
Allocating Components in Going Concern Appraisals RP401 - ASA (10/14)  
7-Hour USPAP Update (3/15)  
Laws & Regulations for California Appraisers (3/15)

BACHELOR OF ARTS: INDIANA UNIVERSITY, 1976

## Qualified Before Courts & Administrative Bodies

Qualified Expert Witness, U.S. Bankruptcy Court, San Diego

Grievance Committee, Appraisal Institute 2010

San Diego Association of Realtors

California Association of Realtors

National Association of Realtors

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