

VOLTZ COMMERCIAL REALTY ADVISORS

APPRAISALS - APPRAISAL REVIEWS - COMMERCIAL LOANS



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Nevada Certified General
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P. SCOTT VOLTZ, MAI/AI-GRS

CORE COMPETENCIES

Scott Voltz is the founder of Voltz Commercial Realty Advisors, Inc. He has been actively involved in the appraisal, analysis, acquisition, disposition and financing of real estate for more than 30 years. The breadth and depth of his expertise in real estate includes assisting clients as a Commercial Loan Originator in the State of California, the founding of a hedge fund specializing in real estate related securities, serving as an adjunct professor at Antelope Valley College and as a Visiting Fellow at the Hoag Center For Real Estate & Finance at Chapman University in Orange County, California, plus the founding of an appraisal training company. Prior to founding Voltz Commercial Realty Advisors, Mr. Voltz served as a Chief Appraiser for Gibraltar Savings under the Resolution Trust Corporation and a Senior Income Property Appraiser for Arthur D. Little Valuation, Inc.

In the area of litigation support, Mr. Voltz has qualified as an expert witness in California and Arizona for the U.S. Bankruptcy and Superior Courts and before the American Arbitration Association. He has testified on matters in addition to bankruptcy, including Eminent Domain, Attorney Malpractice, Damages from Wildfires, and Divorce.

Mr. Voltz provides real estate valuation services for a broad range of property types, addressing diverse client needs. Clients include lenders, investors, governmental agencies, law firms performing transactional work and litigation, investment advisory firms, corporations, developers, and other professionals concerned with the value, use and feasibility of real property.

APPRAISAL REVIEW

Acumen garnered over more than 30 years, having reviewed appraisals for the FDIC, the RTC, and Fortune 500 financial institutions and experience with the property types described below, enables Mr. Voltz to complete review assignments in a highly capable manner.

Earning Trust & Loyalty - Appraisal by Appraisal - for More than Two Decades



Mr. Voltz provides appraisal review with a vision of what banking regulators need to see to ensure competency and FIRREA compliance in addition to making sure that client standards are also met. Common deficiencies found in appraisal reports include math errors; inconsistencies between the highest and best use analysis and the valuation that follows; ambiguous language; outdated information; omission of value influencing factors; and referencing material not in the report. An appraisal review determines if the appraisal report 1) meets acceptable quality standards and the criteria of the client who will use the report, 2) conforms to USPAP, 3) follows government regulatory requirements, and 4) concludes with a reasonable and reliable market value estimate.

Mr. Voltz offers both field and desk review services. If appropriate or necessary, review services can be supplemented with an independent investigation of market conditions or comparable data which may not have been included in the original appraisal.

EXPERT TESTIMONY

In the area of litigation support, Mr. Voltz has completed a wide variety of valuation and counseling assignments covering many issues and property types. Mr. Voltz has qualified as an expert witness in real estate matters in California and Arizona and has testified before the U.S. Bankruptcy Court, the Superior Court and the American Arbitration Association. Examples of litigation support include:

- Working with legal counsel to develop effective areas of cross-examination for appraisal and valuation witnesses.
- Preparation of graphic and demonstrative exhibits (including charts, graphs, aerial photographs, and videotape) to be used at the time of presenting expert testimony.
- Comprehensive market, development, and feasibility studies
- Custom real estate studies for specialized circumstances
- Lease Revenue Bond financing appraisal
- Expert testimony for litigation
- Dispute mediations/arbitrations
- Tax appeal, use and market studies
- Valuation for trust and estate planning
- Valuation for purchase price allocation and financial reporting
- Fractional interest, including for recreational and resort properties (land, condos, lodges, hotels and resorts)
- Subdivision and transitional land analyses

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REAL ESTATE VALUATION AND APPRAISAL

Mr. Voltz is experienced in the appraisal of investment-grade properties, including office buildings, shopping centers, industrial developments, hotels and motels, apartment and condominium complexes, mobile home parks, and industrial and residential subdivision acreage. He is also experienced in specialty property types including auto dealerships, restaurants, bowling alleys, gas stations, churches, motion picture and performing arts theaters, cold storage and food processing facilities, parking structures, agricultural property, waterfront property, shipping terminals, and residential estates. He regularly completes valuation assignments for these property types in Southern California and Nevada and has completed assignments in metropolitan areas throughout the United States.

PROPERTY TYPES & SIGNIFICANT ASSIGNMENTS

Mr. Voltz has appraised the following properties:

Vacant Land: Single family residential sites, multifamily residential sites, commercial and industrial sites, planned communities and acreage including Elizabeth Lake, the largest natural privately owned lake in Southern California.

Residential: Custom homes, planned unit developments, condominiums, apartment complexes and residential subdivisions including Stevenson Ranch, an affluent census-designated place in Los Angeles County.

Commercial: Shopping centers, office buildings and mixed use facilities.

Industrial: Single and multi-tenant buildings, warehouse and distribution facilities and mini-warehouse facilities.

Hotels: The Gene Autry Hotel, The Desert Princess Resort, Quality Inn (Wilmington), Ramada Inn (Burbank and Orange), Best Western Image Suites Hotel (Moreno Valley), The Hyatt Grand Champions (Palm Desert) and The Dallas Plaza Hotel (Dallas, Texas).

Special Purpose/Environmentally Contaminated: The Los Angeles Equestrian Center, mobile home parks, school sites, golf courses and feasibility studies.

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PROFESSIONAL AFFILIATIONS

A member of the Appraisal Institute, Mr. Voltz is a designated MAI currently certified with all continuing education requirements met. He is a Certified General Real Estate Appraiser in California and Nevada. Mr. Voltz is a past three-term President of the Rainbow Glen Homeowners Association, and has served as past-President for other homeowners associations. Mr. Voltz was also Chairman of Santa Clarita Residents for Responsible Planning and assisted the City of Santa Clarita with their Strategic Plan.

PROFESSIONAL COMMITTEES

Appraisal Institute Governmental Relations Committee
Appraisal Institute Admissions Committee
Appraisal Institute Ethics Committee
Appraisal Institute Experience Credits Committee
Santa Clarita Residents for Responsible Planning

SPONSOR

North Los Angeles County Real Estate and Economic Overview-2004, 2005, 2007, 2008
Antelope Valley Business Outlook Conference-2004

PUBLICATIONS

How to Figure Tax Deductible Losses After Disaster, Apartment Owners Association Magazine, San Fernando Valley, September 1994

INTERVIEWS

Channel 3 Palmdale News - November 2005 concerning real estate trends
Antelope Valley Press - Regularly interviewed regarding real estate trends
Antelope Valley Board of Trade - November 2005 presentation on real estate trends

EDUCATION

MBA - Pepperdine University, Malibu, California
BS - Finance and Real Estate, California State University at Northridge
Exams/Courses sponsored by the Appraisal Institute for MAI designation
Litigation Seminar
Subdivision Analysis
Courses 700, 710, 720 on Condemnation Appraising
All required course work under the voluntary continuing education program of the Appraisal Institute.

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CLIENTS (partial list)

Public/Quasi-Public

Federal Deposit Insurance Corporation
Resolution Trust Corporation
State of California-Department of Insurance
Los Angeles Metropolitan Transit Authority (MTA)
Newhall School District
Newhall County Water District
City of Moorpark
Hart School District
City of Santa Clarita
Valencia Water Company
Castaic Lake Water Agency
Lancaster Union School District
City of Lancaster
City of Santa Paula
City of California City
Antelope Valley/East Kern Water Agency
Westside School District (Palmdale)
YMCA of Metropolitan Los Angeles

Attorneys

Thompson/Vontungeln, Lancaster
Manatt, Phelps, and Phillips, Los Angeles
Howrey & Simon, Washington, D.C.
Sullivan, Workman, and Dee, Los Angeles
Parker, Stanbury, Babcock, Combs, and Bergsten,
Los Angeles
Buchalter, Nemer, Fields, and Younger, Los
Angeles
Stephenson and Prairie, San Diego
Sheldon Capoloto, Esq., Pasadena
Lavelly and Singer, Los Angeles
Greenberg, Glusker, Narvid, and Frangie, Los
Angeles
Paul Volchok, Esq., Northridge, California
Randall Armour, Esq., Valencia, California
Weitkamp & Weitkamp, Granada Hills, California
David Delnero, Valencia, California

Financial Institutions

Union Bank of California
Citibank
KeyBank
Wells Fargo Bank
Bank of America
California Bank & Trust
Comerica Bank
Bank of Santa Clarita
Mojave Desert Bank
Los Padres Bank
Santa Barbara Bank & Trust
PFF Bank & Trust
Eldorado Bank
Antelope Valley Bank
Great Western Bank
Imperial Thrift and Loan Association
Fidelity Federal Bank
First Trust Bank
Great American Bank
Valencia National Bank
Coast Bank
Western Security Bank
First Community Bank

Developers

Kaufman and Broad
RWR Development
Landau Development
The Newhall Land and Farming Company
Concordia Homes