



Qualifications of John D. Penner  
Real Estate Broker

*Providing A Higher Level of Quality and Services to the Real Estate Industry*

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State Certifications

Certified General Appraiser  
State of California (AG001720)

Real Estate Broker's License  
State of California (00976229)

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Education

B.S. - Business Administration  
Finance & Investments  
San Diego State University

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Publications

Penner Expense Guides:  
*Low Rise & Medical Office*  
*Business Parks & Single Tenant*  
*Industrial*  
*Strip Retail Centers*

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Qualified

Expert Witness:  
Bankruptcy & Superior Court  
Cash Flow Forecast: ARGUS

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Contact Details

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Penner & Associates, Inc.  
1370 N. Brea Blvd., Suite 255  
Fullerton, CA 92835

jpenner@penner-  
associates.com  
[www.penner-associates.com](http://www.penner-associates.com)

Membership/Affiliations:

Member: Urban Land Institute – Certificate in RE Development  
Member: Lambda Alpha International – Land Economics Society  
Founding Board of Directors Member – Valbridge Property Advisors

Experience:

**SENIOR MANAGING DIRECTOR/OWNER, 1991-Present**

This firm performs valuation and advising for commercial real estate with a specialty in medical office, and industrial properties. Mr. Penner has over 30 years of experience in the Southern California region and has completed assignments in many areas of the United States.

**SENIOR APPRAISER: T.L. YATES & ASSOCIATES, 1990-1991.**

Work included narrative appraisals of proposed, existing and problem properties located in the markets of Southern California and Arizona.

**SENIOR APPRAISER/ANALYST: HOME SAVINGS OF AMERICA, 1983-1990.**

Work included valuation of residential and commercial properties located throughout Southern California, Northern California, Arizona, Texas, Florida and New York. Specific responsibilities included the appraisal of problem properties, market studies, feasibility, and portfolio analysis.

Scope of Work:

Work includes the appraisal and/or consultation of reports for acquisition, sale, refinance, estate, development, condemnation, fractional interest and court testimony purposes. Typical clients served are financial institutions, investors, developers, legal firms, and governmental. Types of properties appraised include:

*High and Low Rise Office*  
*Corporate Headquarters*  
*Regional Shopping Malls*  
*Strip Retail Centers*  
*Mixed Use*  
*Vacant Land*  
*Manufacturing Facilities*  
*R&D Buildings*  
*Mini-Warehouse*  
*Master Planned Communities*  
*Apartment Projects*

*Medical & Dental Offices*  
*Office Condominiums*  
*Neighborhood Centers*  
*Restaurants*  
*Bank Branches*  
*Market Studies*  
*Warehouses*  
*Business Parks*  
*Multi-Tenant Industrial*  
*Subdivisions*  
*Single Family*