

# WAYNE FOSS, MAI, CRE

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## PROFESSIONAL QUALIFICATIONS

EMPLOYMENT: October 1, 1989 to the present date: Employed by Foss Consulting Group (formerly Wayne Foss Appraisals, Inc.), a full service real estate appraisal, consulting and research firm.

January 15, 1970 to September 30, 1989: Employed by Foss Associates, a general practice real estate appraisal firm.

## EDUCATION:

### General:

A.A. - Fullerton College, Fullerton California - 1967

B.A. - California State University, Fullerton - 1972

M.B.A. - University of California, Irvine - 1996

### Specialized Real Estate Appraisal Courses:

#### Appraisal Institute

Course 520 - Highest & Best Use and Market Analysis, August 1997

Course 530 - Advanced Sales Comparison & Cost Approaches, June 1999

Course 550 - Advanced Applications, February 2004

#### Society of Real Estate Appraisers

Course 101 - An Introduction to Appraising Real Property, January 1972

Course 201 - Principles of Income Property Appraising, August 1971

Course 301 - Special Applications of Appraisal Analysis, September 1981

#### American Institute of Real Estate Appraisers

Course 1A - Basic Appraisal Principles, Methods and Techniques, June 1971

Course 1B - Capitalization Theory and Techniques, August 1972

Course 2 - Urban Properties, June 1973

Course 4 - Condemnation, July 1974

Course 6 - Investment Analysis, August 1973

Course 7 - Industrial Valuation, July 1980

## PUBLICATIONS:

Small Area Population Forecasting, (2002), The Appraisal Journal, 70, 2, 163-172

## TEACHING EXPERIENCE:

California State University, Fullerton      Adjunct Professor of Real Estate, 1998-07  
Finance 353: Real Estate Valuation  
Finance 454: Real Estate Market Analysis

## Appraisal Institute

Course 520 – Highest & Best Use and Market Analysis - 1998-07  
Los Angeles, CA; Seattle, WA; Salt Lake City, UT; San Diego, CA, Seoul,  
Korea; Shanghai and Tianjin, China  
General Market Analysis and Highest and Best Use – 2007  
San Diego, CA  
Seminar 638 – Highest and Best Use Applications – 2002  
Bakersfield, CA  
Seminar 731 – Appraisal Review, General – 2003  
Torrance, CA

International Center for Land Policy Study and Training, Taoyuan, Taiwan, ROC  
Course in Real Estate Appraising 2002-7

Society of Real Estate Appraisers  
Course 101 - 1976 to 1983  
Course 201 - 1977 to 1988  
Course 202 - 1985 to 1988

American Institute of Real Estate Appraisers  
Course 1A1 - 1980 to 1982  
Course 1A2 - 1981

Coast Community College District, Costa Mesa, California  
Beginning and Advanced Real Estate Appraisal Courses, September 1974 to January  
1977

## Lectures

Real Estate Appraisers Association of the Republic of China, Taipei, Taiwan; National  
Chengchi University, Taipei, Taiwan.; National Taipei University, Dept. of Built  
Environment, Taipei, Taiwan; Toyota Motors, Torrance, California; Concordia  
University, Irvine, California

## EXPERT WITNESS:

United States District Court - Central District of California  
Criminal Division, Los Angeles, California  
Bankruptcy Division, Los Angeles and Santa Ana, California

Superior Court - Orange County, California  
Los Angeles County, California  
Riverside County, California

## PROFESSIONAL DESIGNATION AND LICENSES:

MAI - Appraisal Institute - Certificate No. 5549, dated November 1976  
CRE – The Counselors of Real Estate – Certificate No. 2205, dated April 2004  
California Real Estate Appraiser Certificate - General Certification, No. AG002804  
California Real Estate Brokers License, No. 0-659718-1

PROFESSIONAL MEMBERSHIPS:

Appraisal Institute

Sigma Beta Delta

Lambda Alpha

American Real Estate and Urban Economics Association

National Association of Realtors

California Association of Realtors

Pacific West Association of Realtors