

NEIL A. LEFMANN, MAI, SRA

Senior Vice President
Valuation Advisory Services

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Neil is an appraisal industry veteran with 50 years of experience in valuing nearly all property types throughout the Bay Area and Northern California. He has an extensive condemnation and expert witness background, including work related to many of Silicon Valley's major transportation and other public works projects. His practice also focuses on ranch, open space & habitat preservation lands, diminution appraisals, and unique or especially complex appraisal problems.

APPRAISAL INSTITUTE ACTIVITIES

National

Regional Ethics Administrator, case manager

National Ethics & Standards, panel member

National Instructor Panel

Regional Chapter Representative

Advisor, Candidates for Designation

Recipient of National "Volunteer of Distinction" Award (Oct. 2017)

California

California Government Relations Committee - 2012 to current

Northern California Chapter

Education Chair (1986)

Admissions Committee, Vice Chair (1995)

Board of Directors (1988-1993; 1999-2006; 2017-current)

Executive Officer (1989-91; 2000-2003; 2007; 2019-2021)

President, Northern California Chapter, Appraisal Institute (2003)

Vice President, Northern California Chapter, Appraisal Institute (2021)

Chair, Northern California/Sacramento Sierra Merger Committee (2020-2021)

Chair, Fall Conference Committee (2018, 2020)

Co-Chair Monterey Bay Appraisal Seminar (2021)

Chair, Monterey Bay Branch (2018-2019)

Chair, Silicon Valley Branch (2006; 2014-2017, 2024)

TEACHING ENGAGEMENTS

Past AI National Faculty
Instructor
Capitalization Theory &
Techniques

California Community
Colleges
Lifetime Teaching
Credential in
Real Estate - No. 338761

SPEAKING ENGAGEMENTS

"So what makes it legal? Understanding legal parcels, legal descriptions, and California's Subdivision Map Act," Developer & Presenter - four times for AI, one time for REAA

"Valuing Easements in Eminent Domain," Developer & Presenter - Eminent Domain Institute CLE Conference, San Francisco (Oct. 2020)

"Appraisal Technology: Tools, Tips & Tricks," Presenter - AI Spring Conference (2015)

"Google Earth Applications for Appraisers," Presenter - AI Spring Conference (2016)

"Arbitration & Dispute Resolution," Panelist - AI Fall Conference (2016)

MEMBERSHIPS AND INTERESTS

National and California Association of Realtors (1972-current)

Bay East Association of Realtors (2016-current)

Santa Clara County Association of Realtors (2002-2016)

Member, American Bar Association

International Right of Way Association (IRWA) (1970's-2020)

Masonry - Member of Santa Clara Liberty Lodge No. 299

Scottish Rite - Member of Valley of San Jose

Interests include local history, sailing & power boating, ranches & open space, mapping & GIS

CLIENTS

Attorneys

Adams, Broadwell, Joseph
& Cardozo

Berliner & Kidder

Boskovich Gorini & Vanasse

Cotchett, Illston & Pitre

Davidovich & Bennett

Dudnick Detwiler Rivin & Stikker LLP

Ericksen Arbuthnot

Erickson, Beasley & Hewitt LLP

Ferrari Olsen

Ferrari Ottoboni

Fidelity National Law Group

Goldfarb & Lipman

Hoge, Fenton, Jones & Appel, Inc.

Hopkins & Carley

Howrey LLP Jackson, Tufts, Cole
& Black

Long and Levit

Matteoni, O'Laughlin & Hechtman

McPharlin, Sprinkles & Thomas LLP

Miller Starr Regalia

Morrison & Foerster LLP

Ruby & Schofield

Steyer, Lowenthal, et al

Terra Law LLP

Thelen Reid Brown Raysman &
Steiner LLP

Turner & Turner

U.S. Attorney's Office | No. Dist. of CA

Winston Strawn LLP

Corporate and Other Clients

Apple

California American Water

Carlyle Fortran Realty Trust

CarrAmerica

Chevron Corp

Doris Day

Exxon Corp

GE Nuclear Energy

Greg Melchor

Greyhound Lines

IBM

Metropolitan Life

Nob Hill Foods

O'Connor Hospital

Plantronics

Ridge Vineyards

Shappel Industries

Shea Homes

Sisters of Notre Dame

Sony Corporation

SOS Steel

Southern Pacific Pipelines

Stevens Creek Quarry

Symantec Corp.

University of California

Xilinx**Developers**

Arcadia Development Co.

Brandenburg Properties

Fred Sahadi

Kirkorian Enterprises

McCarthy Ranch

Peery & Arrillaga

Shea Homes

Summerhill Homes

The Sobrato Organization**Government Clients**

CA Department of transportation (CalTrans)

CA Wildlife Conservation Board

Central Fire District, Santa Clara Co.

City of Fremont

City of San Jose

City of Santa Clara

City of Sunnyvale

Internal Revenue Service

Resolution Trust Corporation (RTC)

Santa Clara Co. Roads & Airports

Santa Clara County Transportation Agency (SCCTA)

U.S. Department of Justice

U.S. Department of State

Valley Transportation Authority (VTA)

Lender Clients

AmSouth Bank

Bank of Santa Clara

Bayview Federal Savings

Citicorp

Comerica Bank

County Bank of Santa Cruz

Cupertino National Bank

First American National Bank

First National Mortgage Company

Union Bank

Wells Fargo Bank**Open Space & Habitat Protection Clients**

California State Parks

East Bay Regional Parks District

Land Trust of Santa Cruz County

Midpeninsula Regional Open Space District

Parks California

Peninsula Open Space Trust

Santa Clara County Parks Dept

Santa Clara Valley Open Space Authority

Save the Redwoods

Sempervirens Fund

Silicon Valley Habitat Conservation Agency

Sonoma County Ag + Open Space

The Trust for Public Land**Title Company Clients**

Chicago Title Co.

Commonwealth Title Company

Fidelity National Title Co.

First American Title Co.

North American Title Insurance Co.

Old Republic Title Co.

Stewart Title Co.

REAL ESTATE VALUATION EXPERIENCE**Notable Appraisals**

Bear Valley Meadows

Cargill Saltworks Site, Redwood City

Cemex Davenport Cement Plant Site

City of Santa Clara RDA ownerships, including Convention Center & Great America site

Coyote Ridge Bay Checkerspot Butterfly Habitat

Exxon/Texaco swap - 35 Service stations, Prunedale to San Francisco

Former Iranian Consulate - San Francisco

Google - Moffett Field

IBM - All Santa Clara County holdings

North Coyote Valley Industrial Area

Notre Dame de Namur University

Pony Tracks Ranch, Portola Valley

Red, White & Blue Beach, Santa Cruz Co.

Salinas Airport Business Park

San Vincente Redwood Forest, Davenport 8,000-Ac CE

San Jose Jet Center

Sony Western Hemisphere Headquarters**Representative Condemnation Appraisals**

City of San Jose Reclaimed Water Project

Fremont to San Jose Bart corridor

Light rail corridor appraisals - N First Street & Tasman Drive & Capitol Ave Extensions

Milpitas BART station

Route 85 Freeway right of way through IBM site south San Jose

Route 237-880 Freeway Interchange

UPRR Rail relocation for Hwy 85