

M. WAYNE FOSS, MAI, CRE

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PROFESSIONAL QUALIFICATIONS

EMPLOYMENT: July 16, 2014 to the present date: Employed by Foss Realty Advisors

October 1, 1989 to July 15, 2014: Employed by Foss Consulting Group (formerly Wayne Foss Appraisals, Inc.), a full service real estate appraisal, consulting and research firm.

February 1, 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

D.B.A. - Argosy University - 2007

Specialized Real Estate Appraisal Courses:

Appraisal Institute

Course 500GD - Advanced Market Analysis and Highest and Best Use, May 2012

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

Review Theory - Residential, August 2015

Real Estate Finance, Statistics and Valuation Modeling 2019

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, 1998-2024
Outstanding Part-time Faculty Award for Outstanding Performance in Teaching - 2023

Finance 351: Real Estate Principles
Finance 352: Real Estate Finance
Finance 353: Real Estate Valuation
Finance 355: Real Estate Investment Analysis
Finance 451: Real Estate Practice
Finance 454: Real Estate Economics (Market Analysis)
Finance 551: Seminar in Real Estate Investment
Finance 499: Independent Study - Supervisor
Honors 497: Senior Honors Project – Supervisor
Finance 599: Independent Graduate Research - Supervisor

San Diego State University, San Diego, CA Adjunct Professor of Real Estate, 2016, 2023-4
Finance 331: Real Estate Principles
Finance 435: Real Estate Investment Analysis

Chapman University, Orange , CA Adjunct Professor of Real Estate, 2010-11
Real 496: 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, South
Korea; Shanghai and Tianjin, China
General Market Analysis and Highest and Best Use – 2007-19
San Diego, CA; Los Angeles, CA
Seminar 638 – Highest and Best Use Applications – 2002
Bakersfield, CA
Seminar 731 – Appraisal Review, General – 2003
Torrance, CA
Marketability Studies: The Six-Step Process and Basic Applications – 2013
San Diego, CA

International Center for Land Policy Study and Training, Taoyuan, Taiwan, ROC
Course in Real Estate Appraising 2002-10

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 - 1974 to 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; The Counselors of Real Estate, Annual Convention; San Diego State University

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
Maricopa County, Arizona

COURT APPEARANCES AND DEPOSITIONS SINCE JANUARY 1, 2009

September 14, 2016; Deposition in confidential trial to be heard in the Circuit Court of Cook County, County Department – Chancery Division (Illinois)

January 30, 2015; Deposition in confidential arbitration to be heard before the American Arbitration Association

2013: Testimony in confidential arbitration before the American Arbitration Association

March 13, 2013; Deposition: Banks of America, N.A. v. Old Republic Insurance Company; District Court of the United States, Western District of North Carolina, Charlotte Division, Case No. 3:10-cv-00553-GCM-DCK

January 9, 2013; Deposition: The Rooney Family Trust; Superior Court of the State of California for the County of San Diego, Case No. 37-2012-00151175-PR-TR-CTL

October 11, 2012; Trial Testimony: Hoyt vs. Moniz; Superior Court of the State of California for the County of Los Angeles, Southeast District – Norwalk Courthouse

September 2010; Trial Testimony: Macharg, John P. vs. Macharg, Charles Stewart, Superior Court of the State of California for the County of Los Angeles, South District – San Pedro Courthouse, ID number 10D00499

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 Brokers License, No. 00659718
California Certified General Real Estate Appraiser licensed through Sept 2024

PROFESSIONAL MEMBERSHIPS:

Appraisal Institute
The Counselors of Real Estate
Sigma Beta Delta
Lambda Alpha
National Association of Realtors
California Association of Realtors
Pacific West Association of Realtors
North San Diego County Association of Realtors