

**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**

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Apple

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California American Water

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Carlyle Fortran Realty Trust

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CarrAmerica

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Chevron Corp

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Doris Day

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Exxon Corp

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GE Nuclear Energy

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Greg Melchor

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Greyhound Lines

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IBM

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Metropolitan Life

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Nob Hill Foods

---

O'Connor Hospital

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Plantronics

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Ridge Vineyards

---

Shappel Industries

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Shea Homes

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Sisters of Notre Dame

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Sony Corporation

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SOS Steel

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Southern Pacific Pipelines

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Stevens Creek Quarry

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Symantec Corp.

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University of California

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Xilinx

**Developers**

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Arcadia Development Co.

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Brandenburg Properties

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Fred Sahadi

---

Kirkorian Enterprises

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McCarthy Ranch

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Peery & Arrillaga

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Shea Homes

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Summerhill Homes

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The Sobrato Organization

**Government Clients**

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CA Department of transportation (CalTrans)

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CA Wildlife Conservation Board

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Central Fire District, Santa Clara Co.

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City of Fremont

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City of San Jose

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City of Santa Clara

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City of Sunnyvale

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Internal Revenue Service

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Resolution Trust Corporation (RTC)

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Santa Clara Co. Roads & Airports

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Santa Clara County Transportation Agency (SCCTA)

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U.S. Department of Justice

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U.S. Department of State

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Valley Transportation Authority (VTA)

**Lender Clients**

AmSouth Bank

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Bank of Santa Clara

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Bayview Federal Savings

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Citicorp

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Comerica Bank

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County Bank of Santa Cruz

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Cupertino National Bank

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First American National Bank

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First National Mortgage Company

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Union Bank

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Wells Fargo Bank

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**Open Space & Habitat Protection Clients**

California State Parks

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East Bay Regional Parks District

---

Land Trust of Santa Cruz County

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Midpeninsula Regional Open Space District

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Parks California

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Peninsula Open Space Trust

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Santa Clara County Parks Dept

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Santa Clara Valley Open Space Authority

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Save the Redwoods

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Sempervirens Fund

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Silicon Valley Habitat Conservation Agency

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Sonoma County Ag + Open Space

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The Trust for Public Land

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**Title Company Clients**

Chicago Title Co.

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Commonwealth Title Company

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Fidelity National Title Co.

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First American Title Co.

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North American Title Insurance Co.

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Old Republic Title Co.

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Stewart Title Co.

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**REAL ESTATE VALUATION EXPERIENCE****Notable Appraisals**

Bear Valley Meadows

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Cargill Saltworks Site, Redwood City

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Cemex Davenport Cement Plant Site

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

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Coyote Ridge Bay Checkerspot Butterfly Habitat

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

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Former Iranian Consulate - San Francisco

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Google - Moffett Field

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IBM - All Santa Clara County holdings

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North Coyote Valley Industrial Area

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Notre Dame de Namur University

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Pony Tracks Ranch, Portola Valley

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Red, White & Blue Beach, Santa Cruz Co.

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Salinas Airport Business Park

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

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San Jose Jet Center

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Sony Western Hemisphere Headquarters

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**Representative Condemnation Appraisals**

City of San Jose Reclaimed Water Project

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Fremont to San Jose Bart corridor

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

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Milpitas BART station

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

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Route 237-880 Freeway Interchange

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UPRR Rail relocation for Hwy 85

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