

ALAN NEVIN

XPERA GROUP



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EXPERIENCE SUMMARY

With more than 25 years in practice, Mr. Nevin is considered the “Dean of Real Estate Feasibility Research” in Southern California. His extensive background in demographics, real estate economic research, valuations, and forensic expert witness services places him among the educational and analytical leaders in his field. He was previously the Chief Economist for the California Building Industry Association. **He is presently Team Director of the Market Research and Forensic Services Division of Xpera Group.**

PROFESSIONAL HISTORY

Xpera Group 2013 - Present

San Diego, California

- Mr. Nevin brings to Xpera Group an extensive National background in real estate development, real estate investment economics, lending and market analysis.
- He has completed a wide range of **feasibility and valuation studies** in the sale and rental housing, apartment, retail, office, industrial and hotel industries.
- He serves the **legal and forensic accounting community** with a broad range of services, including:
 - **Economic Loss and Diminution of Value: Strategies and Calculations**
 - **Market Valuations of Residential and Commercial Properties**
 - **Demographic and Market Trends Analysis**
 - **Market and financial analyses of real estate developments and investments**



- **Portfolio dissolution, acquisition and disposition strategies**

London Group 2011 - 2013

San Diego, California

- Principal
- The London Group is a 20-year old diversified real estate consulting firm that focuses on litigation support and market and financial feasibility studies. Its practice includes both residential and commercial real estate and serves both the public and private sector.
- Mr. Nevin provided consulting and expert witness services, drawing on his extensive background in development analysis and real estate development, and served as a mentor to the staff on real estate development investment issues.

MarketPointe Realty Advisors.-1997 - 2011

San Diego, California

- Director of Economic Research
- His practice focused on real estate development, rental housing, age restricted communities (including assisted living facilities), condominiums, condominium conversions, office, retail, hotel and industrial developments.
- He has also served as the Chief Economist for the California Building Industry Association and authored annual economic forecasts and other technical and demographic and economic studies.

Con Am Research- 1992-1997

San Diego, California

- Managing Director, Chief Economist
- Con Am Research provided a broad range of economic and demographic research, real estate feasibility studies, development impact studies, due diligence and litigation support to the private and public sector. The firm developed specific expertise in fiscal impact analysis and investment forecasting and developed a proprietary acquisition/disposition model ranking multi-family investment potential for 60 major metropolitan areas.

HomeFed Bank- 1990-1991

San Diego, California

- Director of Real Estate Research, 1990-1991
- Provided economic forecasting, demographic and market research studies, portfolio analysis and disposition strategies for Bank's \$10+ billion bi-coastal asset management, lending and development

portfolio. Also served on the Investment Committee of HomeFed Trust Co. and as advisor to the Bank's appraisal department.

Con Am Securities, Inc.- 1983-1990

San Diego, California

- President, 1987 - 1990;
- Executive Vice President, 1983 -1987
- Responsible for market research, real estate acquisition and development strategies for firm's nationwide multi-family portfolio, and managed investor relations for the firm's limited partners. Created marketing campaigns and directed a \$500,000,000 sales effort for public and private offerings through Wall Street firms.

Sanford Goodkin and Associates- 1974-1983

Del Mar, California

- Senior Vice President
- Directed feasibility and valuation studies for developers, property owners, lending institutions, litigation counsel, and governmental clients throughout the United States.

American Housing Guild (predecessor to Con Am)- 1971-1974

San Diego, California

- National Director of Market Research

Gladstone Associates- 1969-1971

Washington, D.C.

- Urban Economist

Ernst & Ernst (now Ernst & Young)- 1967-1969

Washington, D.C.

- Economic & Research Analyst

SPECIAL PROJECTS

Development Experience:

Nevin/Karel Investments
Douglas Development Company
Elden/Nevin
Urban Pacific Partners

- Co-founder of four firms that bought, built, rehabbed and operated more than three-dozen Southern California properties, valued in excess of \$250,000,000.
 - Apartment rehab & development
 - Office buildings
 - Apartment development
 - Industrial projects
 - Condominium development/conversions
 - Custom homes
 - Medical office complexes
 - Self-storage

Lending Experience:

- Past affiliations: Board Member- Equality Savings & Loan, Provident Capital Corp (Subsidiary of Provident Savings of Boston); Rancho Bernardo Savings & Loan; former Director of Real Estate Research, HomeFed Bank; organizer and original board member, 1st Pacific Bank

Teaching and Writing:

- University of California San Diego, Extension Division
- Author, Statewide Curriculum, "Investing in Real Estate"
- Litigation Economics, CLE Course Creator and Instructor
- Chair: Responsible Public Debt Financing Forum
- Authored and instructed courses in:
 - Real Estate Investment, Real Estate Development, Real Estate Feasibility, Condominium Conversion, Apartment Investments, Architectural Monuments, Trends in California Demographics
- University of San Diego - Instructor, CLE-approved Seminar on Litigation Economics.
- Guest Lecturer – Master's Program at Burnham Moores Institute of Real Estate
- San Diego State University – Instructor – Appraisal and Real Estate Development

Presentations:

- 20-30 speaking engagements annually to business, real estate and community service and trade associations

EDUCATION

▪ **STANFORD UNIVERSITY**

- Master of Arts Degree
Statistics and Research

▪ **AMERICAN UNIVERSITY**

- Completed Doctoral Coursework
Advanced Graduate Studies
- Master of Business Administration
Real Estate Economics
- Bachelor of Arts Degree
Marketing

COMMUNITY ACTIVITIES

- Past President, San Diego Chapter, Lambda Alpha, an international honorary land economics society and international editor of Keynotes newsletter
- Advisory Member and co-founder, UCSD Economics Roundtable
- Member, Board of Advisors, Burnham Moores School of Real Estate, University of San Diego
- Past Board Member, San Diego Co. Apartment Association
- Member, Dean's Advisory Board, School of Business, National University
- Member, Board of Trustees, La Jolla Country Day School (1992 - 2002)
- San Diego service to NGO's: United Jewish Federation , co-chair of its Real Estate Committee and Land banking Committee; Board Member, Hillel San Diego; advisor on real estate issues, Jewish Family Services; real estate advisor, Jewish Community Foundation

ORGANIZATIONS

- SPIRE (Stanford Professionals in Real Estate)
- Building Industry Association of San Diego
- San Diego County Apartment Association

- Urban Land Institute
- TASA Expert Witness Consultancy

PUBLICATIONS

- University of California system-wide course: "Investing in Real Estate"
- "1983 and Beyond" series (through 1988) Sponsor: E.F. Hutton Co.
- Series and articles in building and apartment industry trade Publications; Urban Land Institute magazine; Realtors Forum, Metropolitan Magazine, San Diego County Apartment Assn., et al.
- Regular author of articles on real estate and demographics for San Diego Daily Transcript; Our City San Diego Magazine. LAI Keynotes newsletter; Xpera Group newsletter.
- Author: "**The Great Divide**" – A book about the future of America (2016)

HONORS

- City of San Diego and County of San Diego, declared November 12, 2004: Alan N. Nevin Day for service to community

