

# Qualifications of Dennis A. Webb, ASA, MAI, FRICS

## Work Experience

Present: *Primus Valuations* – Member of the American Business Appraisers® National Network

Valuation consulting services concerning closely-held business, partnership, including fractional interests in real estate. Appraisal of industrial and commercial real estate for finance, municipalities, individuals, and estates. Offices in Los Angeles and Denver.  
www.primusval.com

Prior: *Co-owner, NASD broker-dealer.* Property syndicator and advisory services. Licensed as a Registered Representative and General Securities Principal.

*Co-owner, investment development and marketing firm.* Held position of due diligence officer, responsible for investment review and analysis.

*Nuclear medicine accessories manufacturer.* VP Operations/design Engineer.

*Electronic components manufacturer.* Systems engineer.

## Education and Publications

Bachelor of Science degree in Engineering from the University of California at Los Angeles, with a minor in Economics. Extensive course work on valuation topics in addition to well over 100 short courses and seminars.

Articles published in *Journal of Business Valuation and Economic Loss Analysis*, *Valuation Strategies*, *The Appraisal Journal*, *Business Appraisal Practice* and others. Book “Valuing Undivided Interests in Real Estate: Partnerships and Cotenancies” (Appraisal Institute).

Write and teach seminars for the Appraisal Institute on Business Valuation topics. Frequent speaker at valuation meetings and conferences.

## Professional Licenses and Associations

MAI Member, Appraisal Institute<sup>†</sup>

Accredited Senior Appraiser (ASA) in Business Valuation and Real Property Disciplines, American Society of Appraisers<sup>†</sup>

Fellow, Royal Institution of Chartered Surveyors (FRICS/Certified Valuation Surveyor)

Certified General Real Estate Appraiser: CA #AG004641, CO #100016953

Member, Institute of Electrical and Electronics Engineers

<sup>†</sup>Currently certified under applicable continuing education programs.

## Scope of Experience

*Valuations and Appraisals for:* Estate and gift taxation, litigation, dispute resolution, financing, insurance, feasibility, and others. Closely-held businesses, partnerships, and all types of fractional interests. Expert witness in superior court, bankruptcy court and arbitrations, advises counsel on valuation-related evidence, premises, options and strategies.

*Real Property types appraised include:* Manufacturing plants, office buildings, retail stores, hotels & motels, restaurants, mixed-use, nonconforming & special use properties, commercial and industrial land, acreage & subdivisions, multifamily residential, and many others.

*Prior experience includes:* Marketing and sales of real estate, energy and medical equipment, and securities; also syndication of hotels and apartments, property analysis and deal structuring.