



ZENGEL & Associates offers an outstanding, proven track record of providing high-quality, commercial real estate appraisals and related valuation services to CPAs, law firms, and other consultants. Our valuation practice for professional consultants covers Estate Planning, Condemnation, Tax matters, Litigation Support and Expert Testimony, Arbitration & Mediation, and much more. Since 1982, we have successfully completed scores of projects for consultants throughout California. We welcome the opportunity to provide you and your clients with expert, market-wise valuation solutions.



### **Probate, Estates and Trusts**

CPAs and attorneys frequently call on ZENGEL & Associates to conduct real estate appraisals for Probate, Trust and Estate Planning and related matters. We will manage your project efficiently and with care, whether it involves a single property or multiple properties, for just about any real property type, in a number of situations:

- Gifting
- Probated Property
- Establishment of Trusts
- Family Limited Partnerships
- Tax Sales
- IRS and FTB Controversy
- Buy/Sell Agreements

### **Other Strengths**

A. George ZENGEL, MAI is highly experienced at giving expert valuation opinion in various dispute settings. We offer particularly strong Eminent Domain/Condemnation expertise earned from working on numerous plaintiff and defendant engagements over the years:

- High Speed Rail Corridor Acquisitions
- Right of Way Street and Easement Takings
- Eminent Domain/Condemnation: Full and Partial Takings
- Severance Damages
- Business Loss
- Remainder Interest
- Bankruptcy
- Disputed Lease Renewal and Rental Adjustment
- Tax Controversy
- Divorce
- Agent Fraud & Misrepresentation

### **Litigation Support & Expert Testimony**

Some appraisal firms claim to provide all kinds of Litigation Support. But, in the end, many rarely tackle a valuation with real litigation potential because the work is exacting and requires a highly defensible conclusion. Unlike them, ZENGEL & Associates regularly seeks and works engagements where the property's value is already, or is likely to be, disputed. And, we are highly aware of the need to complete deliverables on time to meet procedural deadlines. We offer these Litigation Support services to our friends in the consulting/legal community:

- Initial Consultation (informal and formal)
- Third Party Review
- Formal Appraisal Reports
- Consultation During Discovery
- Deposition Preparation and Testimony
- Pre-Trial Preparation (including valuation exhibits)
- Trial Testimony
- Board and Commission Testimony

And, when it comes to expert valuation, we offer substantial experience at deposition and trial. A. George Zengel, MAI of **ZENGEL & Associates** has submitted property valuations and successfully testified as an expert witness for over 40 years in numerous administrative actions and cases under the jurisdiction of both state and federal courts. We know what it takes to establish and defend a valuation under direct and cross examination - the right analysis, understandable and admissible technical methodology, and rock-solid research and supporting market data.

## Other Valuation Needs

Experience tells us that in the role of client advisor, CPAs, attorneys and other consultants frequently need real estate appraisals for decision making in their client's business, contract and other non-litigation activities. So, we offer you flexible, client-centered valuation consulting in these contexts:

- Arbitration & Mediation
- Business Purchase & Sale
- Environmental Contamination & Stigma
- Fractional Interests
- Lease Renewal
- Market & Feasibility Analysis
- Partnership Dissolution
- Rental Studies

## Sample Engagements

- For a Fresno law firm with a client considering potential litigation a real property valuation of a right of way for freeway widening was completed with the condemning agency accepting the appraiser's full value estimate.
- For various law firms valuations of commercial, industrial and agricultural properties have been completed or are pending due to proposed High Speed Rail Authority train alignments. Considerations of real property full taking, partial taking, cost to cure and severance damages to remainder properties have been appraiser estimated.  
**Valuation: \$\$Millions.**
- For estate planning purposes, we valued nearly 90 California Gas Station/C-Store sites across 57 cities in the Central Valley, Northern California, the South, East and North SF Bay Areas, San Francisco/SF Peninsula, and the Central Coast, plus a Truck Travel Center.  
**Combined real estate and business valuation: over \$80 million.**
- For estate planning purposes in a closely-held business, we valued the client's portfolio of six food production, warehousing, cold storage, and distribution facilities (with land) located in the SF Bay Area, Central and Southern California, and Nevada totaling over 350,000 square feet.  
**Valuation: over \$28 million.**
- For a CPA firm organizing an estate plan, we valued its client's multi-sited portfolio consisting of five separate ranch properties and their related improvements across two California counties.  
**Valuation: over \$7 million.**

- For a Fresno law firm with a client in litigation with Caltrans over the 30% taking of its 350-unit apartment complex in Central California, we estimated the total value of the property taken, severance damages, plus loss of an easement.  
**The case settled prior to deposition near our damages valuation: \$3 million.**
- In an estate tax controversy in the Federal Tax Court over an estate with multiple service station and fuel distribution facilities in Northern California, the court accepted our valuation that was some \$4 million less than that of the IRS' expert valuation.  
**Result: substantial tax savings to our client.**

## Partial List of Professional Clients

- Alschuler Grossman, et al. (LA)
- Baker, Manock & Jensen (Fresno)
- Best Best & Krieger (Sacramento)
- Callister & Hendricks (Merced)
- Cassabon & Assoc. (Merced)
- Caswell, Bell & Hillison (Fresno)
- Charter Davis (Sacramento)
- Cooper, White and Cooper (SF)
- Dowling, Aaron (Fresno)
- Downey Brand (Sacramento)
- Farella Braun & Martel (SF)
- Gilmore, Magness, Liefer (Fresno)
- Goldsberry, Freeman et al. (Sacramento)
- Griswold La Salle (Hanford)
- Heberger Company (Fresno)
- Kronick, Moskovitz, Tiedemann & Girard (Sacramento)
- Lang, Richert & Patch (Fresno)
- Lozano Smith (Fresno)
- Motschieder, Michaelides, Wishon, Brewer & Ryan (Fresno)
- Matteoni, O'Laughlin, & Hechtman (San Jose)
- McCallum & De Goede (Fresno)
- McCormick, Barstow (Fresno)
- Stammer, McKnight, et al. (Fresno)
- Wagner & Wagner (Fresno)
- Weintraub Genshlea and Sproul (Sacramento)
- Wild Carter Tipton (Fresno)

## Take a Look - Contact Us

Explore our web site at [www.zenglassoc.com](http://www.zenglassoc.com). See more on our services for CPAs, law firms, and other consultants; plus an expanded client list, more sample engagements, and appraiser qualifications, and then, contact us. We want to be your preferred provider of professional valuation services.



**ZENGEL & ASSOCIATES**  
Real and Special Use Property Valuation  
*Integrity is not a choice, it's our Business...*

Email: [gzenel@zenglassoc.com](mailto:gzenel@zenglassoc.com)  
[www.zenglassoc.com](http://www.zenglassoc.com)

<b>Main Office</b> 1393 W. Shaw Ave., Suite 101 Fresno, CA 93711 Phone: (559) 226-8152 Fax: (559) 226-8605	<b>Sacramento</b> Phone: (916) 643.4692	<b>Santa Barbara</b> Phone: (559) 226-8152
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