

## Samuel Murphy

President, SM RE Inc. | CRE Valuation & Advisory  
California Certified General Real Estate Appraiser (BREA #3012893)  
Licensed Real Estate Broker (DRE #02098340)

Location: Palos Verdes Estates, CA 90274

Phone: (310) 650-8798 | Email: [sam@smreusa.com](mailto:sam@smreusa.com)

### PROFESSIONAL PROFILE

Specialized commercial real estate consultant providing valuation and advisory for litigation support, estate planning, and complex dispute resolution. Dual-perspective expertise combining rigorous Appraisal Institute standards with real-time Investment Sales Brokerage data. Extensive experience in high-value multi-family, retail, office, and industrial portfolios across the Los Angeles County submarkets.

### PROFESSIONAL CREDENTIALS & AFFILIATIONS

- **Certified General Real Estate Appraiser**, State of California (License #3012893)
- **Licensed Real Estate Broker**, California Department of Real Estate (License #02098340)
- **Practicing Affiliate**, Appraisal Institute (Southern California Chapter)
  - *Candidate for MAI Designation (Advanced coursework in progress)*
- **Member**, ProVisors (South Bay 3)
- **Member**, Los Angeles County Bar Association (LACBA)
- **Member**, South Bay Estate Planning Council
- **Member**, Long Beach Estate Planning Council
- **Member**, Apartment Owners Association (AOA)

### PUBLICATIONS & MEDIA

- **"Why an Accurate Date of Death Appraisal is Important"** | *Apartment Owners Association (AOA) of California*, September 2024.
  - *Focus: Navigating tax calculations, equitable distribution among heirs, and legal compliance for estate management.*

### LECTURES & SEMINARS

- **"Multi-Family Valuation Fundamentals"** | *Guest Speaker/Seminar Lead*, April 15, 2026.

- *Focus: Quantitative analysis of income-producing assets and current market trends in Southern California.*

## **CORE SPECIALIZATIONS**

- **Estate Planning & Litigation Support:** Partnership Dissolutions, Marital Dissolutions, Estate & Gift Tax Valuations (706/709).
- **Asset Classes:** Multi-Family, Industrial, Retail, Office, and Vacant Land.
- **Technical Expertise:** Income Capitalization, Market Rent Studies, Fractional Interest Valuations.

## **REPRESENTATIVE VALUATION ENGAGEMENTS**

- **\$44,035,000 Multi-Family Portfolio (South Bay):** Comprehensive valuation for estate planning and tax reporting involving high-density residential assets.
- **\$15,785,000 Industrial/Multi-Family Portfolio (Westside):** Portfolio valuation requiring specialized market-segmentation for estate distribution.
- **\$9,725,000 Multi-Family Portfolio (South Bay):** Full-scope valuation for estate planning involving local rent control and market volatility adjustments.

## **GEOGRAPHIC EXPERTISE**

- **Primary Market:** Los Angeles County
- **Secondary Markets:** Ventura County, Orange County, Inland Empire

## **EDUCATION & ADVANCED TRAINING**

### **Fairfield University | *Fairfield, CT***

- Bachelor of Science in Economics

### **Appraisal Institute | Specialized Coursework**

- **Advanced Concepts & Case Studies** (Passed)
- **Expert Witness for Commercial Appraisers** (Completed)
- **Quantitative Analysis** (Coursework Completed)
- **Business Practices and Ethics** (Passed)
- **15-Hour National USPAP** (Current)

## **TESTIMONY HISTORY**

- **Deposition & Trial:** No prior history of deposition or trial testimony.

- **Expert Qualifications:** No expert witness testimony has been excluded by any court under *Daubert* or similar judicial challenges.
- **Summary:** Expert reports and consulting services have been utilized in numerous CA Superior Court matters including partnership disputes, marital dissolutions, and estate litigation.

## **PROFESSIONAL EXPERIENCE**

**SM RE Inc.** | *Palos Verdes Estates, CA*

**President / Certified General Appraiser** | Jan 2023 – Present

- Serve as principal appraiser for commercial property assignments across Southern California, ensuring personal accountability and defensible conclusions for every report.
- Specialize in Litigation & Expert Support, producing well-supported reports designed to withstand scrutiny from opposing counsel, fiduciaries, and review appraisers.
- Collaborate with attorneys on complex valuation issues, including retrospective valuations, partnership disputes, and trust administration.
- Develop advanced analyses in anticipation of potential litigation and expert testimony.
- Integrate brokerage market data to provide enhanced "real-world" valuation perspectives beyond traditional appraisal theory.

**BAAR Realty Advisors** | *El Segundo, CA*

**Commercial Real Estate Appraiser** | Sep 2019 – Jan 2023

- Executed comprehensive valuations for a diverse portfolio of Southern California assets, including multi-family, office, retail, and industrial properties.
- Produced high-volume, USPAP-compliant appraisal reports for institutional lending, estate planning, and private investment purposes.

**Lyon Stahl Investment Real Estate** | *El Segundo, CA*

**Commercial Real Estate Broker** | Nov 2020 – Jan 2025

- Facilitated complex multi-family transactions across Los Angeles County, guiding investors through the full acquisition and disposition lifecycle.
- Negotiated high-value deals and advised fiduciaries on market positioning and investment strategy.

**Colliers International** | *El Segundo, CA*

**Commercial Real Estate Broker** | Jun 2019 – Nov 2020

- Focused on industrial leasing and sales within core Los Angeles submarkets.