

# K. R. McBay Appraisal Company

Real Estate Valuation and Consultation  
Agricultural, Commercial, Eminent Domain

Kenneth R. McBay

Mark A. Souza

## QUALIFICATIONS OF MARK A. SOUZA

### PROFESSIONAL QUALIFICATIONS:

State of California – Certified General Real Estate Appraiser, License #AG043526  
Candidate for Designation – Appraisal Institute

### FORMAL EDUCATION:

California Polytechnic State University, San Luis Obispo, CA

- B.S. Degree, Natural Resources Management - Environmental Management concentration
- Minor, Speech Communication
- Graduated Cum Laude with 3.8 GPA

### PROFESSIONAL APPRAISAL EDUCATION:

1. Basic Appraisal Principles and Procedures (BREA Approved Course) March 2007
2. Real Estate Finance, Statistics & Valuation Modeling (BREA Approved Course) April 2009
3. Business Practices & Ethics (Appraisal Institute) July 2009
4. Gen. Appraiser Sales Comparison Approach (Appraisal Institute) March 2010
5. Gen. Appraiser Market Analysis Highest & Best Use (BREA Approved Course) August 2011
6. Gen. Appraiser Site Valuation & Cost Approach (BREA Approved Course) May 2012
7. Gen. Appraiser Income Approach I & II (BREA Approved Course) March 2013
8. Gen. Appraiser Report Writing & Case Studies (Appraisal Institute) February 2017
9. Commercial Appraisal Review (BREA Approved Course) June 2014
10. Expert Witness for Commercial Appraisers (BREA Approved Course) September 2014
11. Advanced Income Capitalization (Appraisal Institute) July 2018
12. Advanced Market Analysis and Highest & Best Use (Appraisal Institute) April 2019
13. Uniform Standards of Professional Appraisal Practice (BREA Approved Course) October 2022
14. Federal and State Laws and Regulations (BREA Approved Course) October 2022
15. Advanced Concepts & Case Studies (Appraisal Institute) November 2019
16. Quantitative Analysis (Appraisal Institute) August 2020

### EXPERIENCE:

- 2007 - Present: K. R. McBay Appraisal Co. – Senior Appraiser: Agricultural, commercial and eminent domain valuation.
- 1999 – 2007: Souza Propane, Inc. – General Manager: Direct and coordinate business activities and product pricing, sales and distribution; manage staff work schedules and duties; determine staffing requirements, interviewing, hiring and training new and existing personnel; manage the movement of product into and out of company storage facilities and customer locations.
- 1990 – 1999: Campus Crusade for Christ, Int'l – Senior Staff: Recruit, train and lead university students in Christian ministry.

K. R. McBay Appraisal Co.  
[www.krmcbayco.com](http://www.krmcbayco.com)

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