

# H. E. "Skip" Preble MAI, CCIM

## Summary of qualifications

Over 30 years of diverse real estate experience including acquisitions, master planned community development, land development, residential and light commercial construction, as well as valuation, feasibility and marketability analysis. The first 20 years of my career were devoted to initiating and managing a variety of development projects in San Antonio and Central Texas. Since starting Land Analytics I have continued to be involved in land development, but my primary focus has been on building my real estate economics consulting firm, Land Analytics, LLC. Clients served are located across the United States, and have included Neumann Homes (Chicago, IL), John Laing Homes (West Coast – NAHB 2003 Builder of the Year) and Simonini Homes (North Carolina – NAHB 2005 Builder of the Year). I enjoy public speaking, and have been a featured speaker for a number of conferences, including three of the last five Land Development Breakthroughs conferences. I have also had a number of articles published concerning real estate development practices and business management. In addition, I have been trained as an instructor for Argus Software so that I can provide my clients access to software best suited to income property and mixed-use analysis.

## Work experience

2000 - Present                      Land Analytics, LLC.                      San Antonio, TX  
Real Estate Consulting Firm

### Owner

Provide valuation services, litigation support, marketability analysis, feasibility analysis and highest and best use studies. Assist homebuilders, residential lot developers, mixed-use and master planned community developers in evaluating market opportunities and determining financial feasibility of planned projects. Assist in procurement of both debt and equity for clients as required. Help clients determine optimum debt and equity blend as well as evaluate acquisition and development requirements over time and analyze layered IRR requirements on equity. Provide consulting and training for developers, homebuilders, equity funds and lenders to analyze land, home and mixed use projects using DealBuilder project planning and financial analysis software. One of four Certified Consultants for the DealBuilder software program in the United States, and have trained more than 150 real estate and accounting/financial executives in the use of the program.

1992 - 2000                      Oak Park Interests                      San Antonio, TX  
Land Development & Construction Firm

### Managing Partner

Developed three residential subdivisions, two sold to production builders and one to semi-custom builders. All three projects sold out ahead of projected absorption period for \$6,000,000 in gross sales resulting in a 20% gross profit margin. Managed all aspects of custom homebuilding operation that specialized in larger design/build custom homes.

1990 - 1992                      Cushman & Wakefield                      San Antonio, TX  
International Real Estate Services Firm

### Senior Appraiser

Provided valuation services for national and regional clients. Assignments included industrial properties, multi-tenant office buildings, regional malls, mixed-used land developments and raw land.

1987 - 1990                      South Coast Capital                      San Antonio, TX  
Real Estate Holding Company

**Senior Vice President**

Managed REO portfolio for South Coast Capital, a wholly – owned subsidiary of Victoria Savings. Evaluated land and development assets acquired through foreclosure. Implemented strategies for maximizing value and disposition of REO by identifying problems with marketability of the asset (such as environmental concerns, title issues and utility availability) and then addressing the issue in the most efficient manner available.

1982 - 1987                      Stone Oak, Inc.                      San Antonio, TX  
Master-Planned Community Developer

**Vice President – Marketing and Development**

Responsible for the development and marketing of a 4,380-acre master-planned community in north central San Antonio known as Stone Oak. The project achieved an 81% sellout in five years, which was more than twice the projected absorption rate. Responsibilities included identifying the highest and best use of land and building inventory and marketing it to builders, developers and investors, scheduling construction efforts relative to existing and projected sales in order to maximize cash flow, and assist in negotiating utility contracts and development loans. Gave speeches and briefings to various groups concerning project. Researched and co-authored Covenants and Restrictions.

**Education**

1975 - 1979                      Texas A&M University                      College Station, TX  
**Bachelors – Economics (Finance Minor)**

1981 - 1982                      Texas A&M University                      College Station, TX  
**Masters – Land Economics and Real Estate**

Recipient of Texas Real Estate Economists Scholarship. Served as Research Assistant for Texas Real Estate Research Center. Also served as Teaching Assistant to the Department Chair.

**Appraisal – Related Courses**

- Real Estate Appraisal Principles (Course 1A-1)
- Basic Valuation Procedures (Course 1A-2)
- Capitalization Theory and Techniques (Course 1B-1, 1B-2 and 1B-3)
- Standards of Professional Practice (Course SPP)
- Case Studies in Real Estate Appraisal (Course 2-1)
- Report Writing and Valuation Analysis (Course 2-2)
- Advanced Sales Comparison and Cost Approach (Course 530)
- Financial Analysis for Commercial Investment Real Estate (CI 101)
- Market Analysis for Commercial Investment Real Estate (CI 102)
- User Decision Analysis for Commercial Investment Real Estate (CI 103)
- Investment Analysis for Commercial Investment Real Estate (CI 104)
- Appraisal Reporting of Complex Residential Properties
- Highest & Best Use and Market Analysis

- Valuation for Financial Reporting
- Marshall & Swift Commercial Cost Training
- Forecasting Revenue
- Feasibility, Market Value, Investment Timing: Option Value
- Analyzing Operating Expenses
- Introduction to GIS Applications For Real Estate Appraisal
- Appraisal Consulting: A Solutions Approach for Professionals
- Feasibility, Market Value, Investment Timing: Option Value
- Valuation for Financial Reporting
- Attacking and Defending an Appraisal in Litigation
- Valuation of Water Rights

#### **Accreditations**

MAI  
 CCIM  
 DealBuilder™ Certified Consultant, Instructor  
 Argus™ Certified Instructor  
 Texas State Certified General Real Estate Appraiser  
 Texas Real Estate Broker

#### **Professional memberships**

Designated Member of the Appraisal Institute  
 CCIM Institute  
 Society of Texas A&M Real Estate Professionals  
 Real Estate Council of San Antonio

#### **Community activities**

Zoning Commission, City of Hollywood Park , TX (1985 – 1988)  
 Chairman, Stone Oak Project Planning Commission (1982 – 1986)  
 Chairman, Stone Oak Architectural Review Commission (1982 – 1986)  
 Boerne Chamber of Commerce Board of Directors (1997 – 2000)  
 Editorial Board – Land Development Today Magazine (2006 – present)