

Expert Witness for Real Estate, Construction, and Finance

Jeffery Potter, MRED

Trusted Expertise. Clear Testimony. Proven Results.

With over 35 years of experience in real estate development, Jeff Potter stands as a highly respected entrepreneur, investor, and expert witness. His career is marked by a proven track record in the acquisition, development, management, and successful disposition of more than 4 million square feet of commercial real estate across the Western United States. Jeff specializes in a diverse array of asset classes, including industrial, multifamily, retail, self-storage, residential, and land development, demonstrating his extensive and dynamic expertise.

Jeff's deep roots in California real estate trace back to his family's arrival in 1867 as pioneering farmers in Northern, Southern, and Central California. A native of Bakersfield, Jeff's passion for real estate development was nurtured from a young age and refined through his education at the University of Southern California (USC), where he earned a Bachelor of Science (BS) degree from the Marshall School of Business, followed by a Master of Real Estate Development (MRED). He is currently pursuing a CCIM designation and a Master Certificate in Homeland Security at USC, underscoring his unwavering commitment to continuous learning and professional growth.

A key highlight of Jeff's career includes co-founding A-American Self-Storage alongside industry pioneer Ed Olson. He served as Director of Development for one of the nation's largest private industrial developers, where he honed his leadership and project management skills. As the principal of Tigre Investment Company, LLC, a Certified DBE, and H&M Investment Advisors, Inc., Jeff leads real estate development, consulting, and expert witness services with an uncompromising focus on quality and integrity.

Jeff's professional qualifications extend well beyond real estate. For 35 years, he has been a licensed Real Estate Broker and General Contractor in California, and he holds licenses in other states as well. This extensive experience demonstrates his deep expertise and commitment to regulatory compliance.

Partner with a trusted expert who delivers results. Contact Jeff Potter today to discuss your case.

949-891-2797

Jeffery@hminvestco.com

www.potterexpertwitness.com

PO Box 1161 Newport Beach CA 92659

[Jeffery Potter CV](#)

<https://www.linkedin.com/in/jeffery-potter-35367411/>



Get in Touch with Jeff Potter

When precision and professionalism matter, choose a trusted expert witness.

AREAS OF EXPERTISE

Real Estate Disputes

- Development and entitlement conflicts.
- Title, easement, and boundary issues.
- HOA governance and disputes.

Construction Litigation

- Analysis of defects and liabilities.
- Contractor performance and contract disputes.
- Evaluation of scope discrepancies.

Financial Disputes

- Lender/borrower conflicts.
- Joint venture and partnership analysis.
- Broker Errors & Omissions (E&O).

Litigation Support

- Expert testimony for trials, arbitration, and mediation.
- Risk assessments and early case evaluations.

JEFF POTTER - Expert Witness for Real Estate, Construction, and Finance

In addition to his extensive real estate expertise, Jeff has significantly broadened his professional horizons, venturing into innovative and impactful industries. He served as Chief Investment Officer and investor for Snake Pharm Enterprises, a cutting-edge startup focused on developing life-saving anti-venom solutions for both veterinary and humanitarian applications. His strategic leadership and vision helped guide the company in addressing a critical global health challenge. Furthermore, Jeff founded Wilshire Securities Inc., a broker-dealer firm, where he held Series 22 and 39 licenses, demonstrating his comprehensive knowledge of financial markets and investment strategies.

A recognized thought leader in multiple industries, Jeff has been quoted in leading industry publications, offering expert commentary on a variety of topics. He has contributed to professional literature, sharing his insights and perspectives with peers and emerging professionals. As a sought-after guest lecturer, Jeff has spoken at prestigious academic institutions such as the University of Southern California (USC) and the University of California, Los Angeles (UCLA), where he has shared his vast expertise with the next generation of leaders. His mentorship is highly valued by individuals and professional associations, where his guidance continues to shape the future.

Jeff is deeply committed to making a meaningful impact in his community, with a particular focus on supporting veterans and underprivileged youth. His dedication to service is exemplified by his former role as a National Trustee and Treasurer for Project Healing Waters Fly Fishing, Inc., a highly regarded nonprofit organization that plays a transformative role in the lives of disabled veterans. Through the therapeutic practice of fly fishing, the organization helps veterans rebuild physical, emotional, and psychological strength. Jeff's involvement in this cause reflects his unwavering commitment to improving the well-being of those who have served our country, and his leadership within the organization underscores his deep sense of responsibility and compassion.

In his personal life, Jeff is an avid outdoorsman with a deep passion for paddleboarding, fly fishing, and mountain biking. A former elite mountain biker, Jeff competed in the demanding Adidas TransAlp Challenge, one of the toughest multi-day, cross-country mountain bike races in the world. Covering over 500 kilometers of rugged terrain, the TransAlp is renowned for its challenging climbs and unpredictable weather. Jeff's successful participation in this grueling event is a testament to his resilience, dedication, and exceptional athleticism.

With over three decades of distinguished experience, unparalleled leadership, and an unwavering commitment to excellence, Jeff has established himself as a preeminent authority in the fields of real estate development and investment. His deep industry knowledge, combined with his proven track record of success, makes him an invaluable resource for attorneys and professionals seeking a trusted expert witness. Jeff's insights and strategic acumen have earned him a reputation as one of the most sought-after voices in the industry, offering unparalleled expertise and a level of credibility that few can match. His ability to navigate complex real estate matters with precision and foresight ensures that he is a cornerstone for those looking for authoritative guidance in high-stakes legal and investment scenarios.

SAMPLE CASES

1. Construction Defects – High-End Residential Property

- **Case:** Significant construction flaws uncovered post-sale.
- **Outcome:** Jeff's detailed analysis clarified liability, resulting in a favorable settlement.

2. Commercial Development Partnership Dispute

- **Case:** Profit-sharing disagreements in a joint venture.
- **Outcome:** Jeff's testimony ensured an equitable resolution through arbitration.

3. Lender/Borrower Litigation

- **Case:** Dispute over foreclosure terms and compliance.
- **Outcome:** Jeff's financial expertise reinforced the lender's case, leading to a fair settlement.

4. Partnership Disputes

- **Case:** Analyzed joint venture agreements in a multi-million-dollar development.
- **Outcome:** Testimony secured equitable outcomes in arbitration.

Why Choose Jeff Potter?

- **Credibility:** Extensive industry experience ensures confidence in his testimony.
- **Clarity:** Complex concepts are simplified for judges, juries, and legal teams.
- **Results-Oriented:** From consulting to courtroom, Jeff's insights consistently yield positive outcomes.

LEAN MORE

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