



KEITH J. HOPPER, MAI, R/W-AC, AI-GRS
Owner / Appraiser **keith@hopperco.com**



Professional Designations

- MAI designation – Appraisal Institute
- R/W-AC appraisal certification – International Right of Way Association
- AI-GRS designation – Appraisal Institute

Certification and License

- California Certified General Real Estate Appraiser – CA #AG002559
- California Real Estate Broker's License – License #01105905

Education

- California State University, Fresno: B.S. Degree, Business Admin. – Real Estate and Urban Land Economics
- Appraisal Institute:
 - Real Estate Appraisal Principles
 - Basic Valuation Procedures
 - Capitalization Theory & Techniques
 - Case Studies in Real Estate Valuation
 - Report Writing and Valuation Analysis
 - Standards of Professional Practice and National USPAP Update
 - California Laws and Regulations
 - Advanced Sales Comparison and Cost Approaches
 - Subdivision Valuation
 - Land Valuation Assignments and Adjustment Procedures
 - General Appraiser Market Analysis and Highest & Best Use
 - Real Estate Finance, Statistics, and Valuation Modeling
 - Uniform Appraisal Standards for Federal Land Acquisitions (Yellow Book)
 - Litigation Professional Development Program:
 - Litigation Valuation Overview
 - Litigation Appraising – Specialized Topics and Applications
 - Condemnation Appraising
 - Advanced Condemnation Appraising
 - Review Theory – General
- International Right of Way Association:
 - Ethics and the Right of Way Profession (103)
 - Standards of Practice for the Right of Way Profession (104)
 - Principles of Real Estate Appraisal (400)
 - Appraisal of Partial Acquisitions (401)
 - Easement Valuation (403) & Legal Aspects of Easements (802)
 - Reviewing Appraisals in Eminent Domain (410)
 - Problems in the Valuation of Partial Acquisitions (431)
 - Corridor Valuation
- American Society of Farm Managers and Rural Appraisers:
 - Integrated Approaches to Value A304
 - Best Practices for Rural Property Appraisals
 - Highest and Best Use
 - Valuation of Permanent Plantings in Changing Markets
- Marshall & Swift: Cost Approach to Commercial Appraisal: Marshall & Swift Certified Appraiser

Appraisal Experience

Actively engaged in appraisal in the Central Valley since 1989. Appraised many types of commercial, industrial, residential, apartment, subdivision, land, agricultural, and special purpose properties. Clients include:

- Government: U.S. Postal Service, U.S. Navy, U.S. Marshall's Office, Calif. Dept. of Forestry, Calif. Dept. of Transportation, Resolution Trust Corp., Federal Deposit Insurance Corp., County of Tulare, County of Kings, Administrative Office of the Courts
- Cities: Visalia, Tulare, Porterville, Dinuba, Exeter, Woodlake, Lindsay, Farmersville, Hanford, Kingsburg, Bakersfield, Reedley
- Schools: Visalia Unified, Hanford Elementary, Central Valley Christian, College of the Sequoias, Tulare City Schools, Tulare High School District, Liberty Elementary, Porterville Unified, Burton School District, Alta Vista School District
- Lenders: Wells Fargo, Union Bank, J.P. Morgan, Bank of the Sierra, Comerica Bank, Westamerica Bank, Key Bank, Aegon Realty Advisors, Rabobank, Housing Capital Co., Citizens Business Bank, Premier Valley Bank, RBC Builder Finance, Farm Credit West, Kingsburg Land Bank, Bank of the West, Suncrest Bank, Central Valley Community Bank, Evangelical Christian Credit Union, United Security Bank, Mission Bank, Tri Counties Bank, Fresno First Bank
- Corporations: Kraft General Foods, Chevron USA, McDonald's Corp., Wal-Mart Stores, Campbell Soup Co., Pepsi Cola Co., Southern California Edison Co., California Water Service Co., Southern Pacific Railroad, Jostens, Payless Cashways, Frito Lay, Southland Corp., RR Donnelley, Leprino Foods, California Dairies, Sun Maid
- Insurance Companies: Nationwide Mutual Insurance Co., Chicago Title Insurance Co., Ticor Title Insurance Co., Fidelity National Title Co.
- Attorneys: McGregor Dahl Sullivan & Klug, Navy Exchange Service Command, Dale Bruder, Rauber Johnson & Black, Hurley & Laird, Williams Jordan & Broderson, Paul Hastings Janofsky & Walker, Houk & Hornburg, Baker Manock & Jensen, Griswold LaSalle Cobb Dowd & Gin, Dowling Aaron & Keeler, Herr Pedersen & Berglund, Peltzer & Richardson, Hooper Lundy & Bookman, McCormick Barstow, Kahn Soares & Conway, Ruddell Stanton & Bixler, Sullivan McGregor & Doerr
- Right-of-Way Firms: Universal Field Services, Bender Rosenthal, Paragon Partners, Tarvin & Associates, Hamner Jewell & Associates, Overland Pacific & Cutler
- Churches: Methodist, Baptist, Calvary Chapel, Nazarene, Mennonite, Catholic, Grace Community, Living Christ, Bethel Assembly, New Hope, Praise Center
- Health Care: Kaweah Health, Tulare Regional MC, Sierra View District Local HCD, Tulare Community Health Clinic, Visalia Medical Clinic, Family Health Care Network
- Other: YMCA, Farm Bureau, Housing Authority, Tulare Irrigation District, International Agri-Center, Visalia Rescue Mission, Owens Valley CDC

Right-of-Way Experience

Appraised hundreds of properties involved in full or partial takings on behalf of public agencies, right-of-way firms, law firms, and private property owners. Projects have included road widenings, bridges, overcrossings and undercrossings, utility installations, permanent and temporary easements, railroad corridors, lake expansions, and others.

Litigation Experience

Appraised properties on behalf of private and public agency clients for eminent domain, bankruptcy, divorce, and other matters involving litigation. Have given depositions, appeared at mediation and arbitration hearings, and qualified as an expert witness in Tulare County, Kings County, and Kern County Superior Courts; Kings County Board of Equalization; and Federal Bankruptcy Court.