

QUALIFICATIONS OF KEITH J. HOPPER, MAI

Professional Designation

- MAI designation - Member of the Appraisal Institute:
Certificate No. 10499

Certificates and Licenses

- California Certified General Real Estate Appraiser:
Certificate No. AG002559
- California Real Estate Broker's License:
License No. 01105905

Education

- California State University, Fresno:
1989 Graduate, B.S. Degree, Business Administration - Real Estate and Urban Land Economics
- Appraisal Institute:
Real Estate Appraisal Principles 1A-1: Univ. of Colorado, Boulder
Basic Valuation Procedures 1A-2: Univ. of Colorado, Boulder
Capitalization Theory & Techniques A 1B-A: Tufts Univ., Massachusetts
Capitalization Theory & Techniques B 1B-B: Univ. of San Diego, California
Case Studies in Real Estate Valuation 2-1: Univ. of San Diego, California
Report Writing and Valuation Analysis 2-2: California State Univ., San Jose
Standards of Professional Practice Parts A, B & C: Fresno, California
Advanced Sales Comparison and Cost Approaches 530: Univ. of San Diego, Calif.
Litigation Valuation Overview 700: Pepperdine University, California
Condemnation Appraising 710: Sunnyvale, California
Advanced Condemnation Appraising 720: Sacramento, California
- International Right of Way Association:
Appraisal of Partial Acquisitions 401: Fresno, California
Legal Aspects of Easements 802: San Luis Obispo, California
Easement Valuation 403: San Luis Obispo, California
- Marshall & Swift:
Cost Approach to Commercial Appraisal – Marshall & Swift Certified Appraiser MSCA
- Technical Inspection of Real Estate, The Beckman Co.: Fresno, California
- Various other appraisal and real estate seminars and educational offerings

Appraisal Experience

Actively engaged in real estate appraisal in the Central Valley since 1989. Appraised many types of commercial, retail, office, industrial, residential, apartment, subdivision, development land, and special purpose type properties. A partial list of clients includes:

- 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, Tulare County Assessor's Office
- Cities: Visalia, Tulare, Kingsburg, Dinuba, Hanford, Bakersfield, Visalia Redevelopment Agency, Tulare Redevelopment Agency
- Schools: Visalia Unified School District, Hanford Elementary School District, Central Valley Christian Schools, College of the Sequoias, Tulare City School District
- Lenders: Wells Fargo, Union Bank, J.P. Morgan, California Bank & Trust, Imperial Thrift and Loan, Visalia Community Bank, Valley Business Bank, Bank of the Sierra, Cal Valley Bank, Comerica Bank, Westamerica Bank, Cal Fed Bank, Archon Financial, Key Bank, Aegon Realty Advisors, PFF Bank & Trust, Housing Capital Co., Citizens Business Bank, Premier Valley Bank, RBC Builder Finance, County Bank, California Stockmen's Bank, Exchange Bank, Bank of the West
- Corporations: Kraft General Foods, Chevron USA, McDonald's Corp., Campbell Soup Co., Pepsi Cola Co., Southern California Edison Co., Southern California Gas Co., Southern Pacific Railroad, Ticor Title Insurance Co., Chicago Title Co., Jostens, Payless Cashways, Frito Lay
- Churches: Visalia United Methodist, Visalia First Baptist, Roman Catholic Bishop, Visalia Grace Community, Calvary Chapel of Visalia, Hume Lake Christian Camps, West Visalia Church of Christ, Nazarene Credit Union, Mennonite Brethren Loan Fund
- Other: Kaweah Delta Health Care District, Visalia YMCA, Tulare County Farm Bureau, Tulare County Housing Authority, Sierra View District Hospital

Numerous other private individuals, attorneys, developers, businesses, and nonprofit groups.

Litigation Experience

Appraised properties on behalf of private and agency type clients for various eminent domain, divorce, and other matters involving litigation. Have given deposition and qualified as an expert valuation witness in Kern County Superior Court.