



## **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 1A-1
  - Basic Valuation Procedures 1A-2
  - Capitalization Theory & Techniques A & B
  - Case Studies in Real Estate Valuation 2-1
  - Report Writing and Valuation Analysis 2-2
  - Standards of Professional Practice, National USPAP Update, and California Laws and Regulations
  - Advanced Sales Comparison and Cost Approaches 530
  - 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 700
    - Litigation Appraising – Specialized Topics and Applications 705
    - Condemnation Appraising 710
    - Advanced Condemnation Appraising 720
  - Review Theory – General
- International Right of Way Association:
  - Principles of Real Estate Appraisal 400
  - Appraisal of Partial Acquisitions 401
  - Easement Valuation 403 and Legal Aspects of Easements 802
  - Reviewing Appraisals in Eminent Domain 410
  - Ethics and the Right of Way Profession 103
  - Standards of Practice for the Right of Way Profession 104
  - 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. 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, County of Kings, Administrative Office of the Courts
- Cities: Visalia, Tulare, Porterville, Kingsburg, Dinuba, Exeter, Woodlake, Hanford, Bakersfield, Farmersville, 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
- Lenders: Wells Fargo, Union Bank, J.P. Morgan, Valley Business Bank, Bank of the Sierra, Comerica Bank, Westamerica Bank, Archon Financial, 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
- Corporations: Kraft General Foods, Chevron USA, McDonald's Corp., Wal-Mart Stores, Campbell Soup Co., Pepsi Cola Co., Southern California Edison Co., Southern Pacific Railroad, Jostens, Payless Cashways, Frito Lay, Southland Corp., RR Donnelley, Leprino Foods, California Dairies
- 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, Dennis Lynch, Rauber & Johnson, Hurley & Laird, Williams Jordan & Broderson, Paul Hastings Janofsky & Walker, Houk & Hornburg, Baker Manock & Jensen, Griswold LaSalle Cobb Dowd & Gin, Dowling Aaron & Keeler, Dooly & Herr, Peltzer & Richardson, Hooper Lundy & Bookman, McCormick Barstow, Kahn Soares & Conway, Lozano Smith, David Minyard
- 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 Delta HCD, Tulare Regional MC, Sierra View District Local HCD, Tulare Community Health Clinic, Visalia Medical Clinic, Altura Centers for Health
- Other: YMCA, Farm Bureau, Housing Authority, Tulare Irrigation District, International Agri-Center, Owens Valley CDC

### **Right-of-Way Experience**

Appraised hundreds of properties involving full or partial acquisitions. Projects have included road widenings, overcrossings, undercrossings, utility installations and relocations, permanent and temporary easements, and railroad corridors. Clients have included public agencies, law firms, acquisition firms, and property owners.

### **Litigation Experience**

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