



ROSS E. LENZ, MAI

Appraiser

ross@hopperco.com



Professional Designation

- MAI designation – Appraisal Institute

Certification

- California Certified General Real Estate Appraiser – CA #AG043508

Education

- California State University, Fresno: 2006 Graduate, B.S. Degree, Business Administration – Entrepreneurship
- Appraisal Institute:
 - Basic Appraisal Principles
 - Basic Appraisal Procedures
 - Real Estate Finance, Statistics, and Valuation Modeling
 - General Appraiser Market Analysis and Highest & Best Use
 - General Appraiser Sales Comparison Approach
 - General Appraiser Site Valuation and Cost Approach
 - General Appraiser Income Approach, Part 1
 - General Appraiser Income Approach, Part 2
 - General Appraiser Report Writing and Case Studies
 - Advanced Income Capitalization
 - Advanced Market Analysis and Highest & Best Use
 - Advanced Concepts and Case Studies
 - Quantitative Analysis
 - Residential Sales Comparison and Income Approaches
 - National Uniform Standards of Professional Appraisal Practice (USPAP) & USPAP Update

Appraisal Experience

Actively engaged in real estate appraisal in the Central Valley since 2006. Has appraised or assisted in appraising many types of commercial, office, industrial, land, and special purpose type properties. A partial list of clients includes:

- Government: County of Tulare, City of Visalia, City of Tulare, City of Porterville, City of Woodlake
- Schools: Visalia Unified, Exeter Public Schools, College of the Sequoias, San Joaquin Valley College, Tulare Joint Union High School District, Tulare County Office of Education, Alta Vista Elementary School District
- Lenders: Valley Business Bank, Mission Bank, Bank of the Sierra, Central Valley Community Bank, Bank of the West, Tri Counties Bank, Citizens Business Bank, Wells Fargo Bank, Suncrest Bank, Comerica Bank, Farm Credit West, Heritage Bank of Commerce, Central State Bank, Pacific Alliance Bank
- Corporations: Southern California Edison Company, Nationwide Mutual Insurance Company, Lyles Diversified, Mid Valley Disposal
- Attorneys: Dooley & Herr, Peltzer & Richardson, Betts & Wright, Reynolds Jensen & Swan, Houk & Hornburg, Sullivan & Sullivan, Dale Bruder, David Minyard
- Health Care: Kaweah Delta Health Care District, Tulare Regional Medical Center, Sierra View Local Health Care District, Family HealthCare Network, Tulare Community Health Clinic, Visalia Medical Clinic
- Right-of-Way Firms: Universal Field Services, Hamner Jewell & Associates, Overland Pacific & Cutler