

QUALIFICATIONS

BRUCE M. HAHN, SRA, MAI, CRE

Certified General Real Estate Appraiser, California AG004370
Real Estate Broker, California 01118298

GENERAL EDUCATION

B.S. Environmental Policy Analysis & Planning,
College of Agriculture, University of California, Davis

PROFESSIONAL EDUCATION



American Society of Appraisers Courses:

Course ARM 201 Appraisal Review & Management Overview
Course ARM 204 Appraisal Review & Management Application
Course BV 201 Introduction to Business Valuation
Course RP 401 Allocating Components in Going Concern Appraisals



American Society of Farm Managers and Rural Appraisers Courses:

Course A-20 Principles of Rural Appraisal
Course A-29 Highest and Best Use
Course A-30 Advanced Rural Appraisal
Course 360 Introduction to Appraisal Review
Course 370 Appraisal Review Under USPAP
Course 380 Appraisal Review Under UASFLA
Course 390 Advanced Appraisal Review Case Studies
Seminars: Timber Appraisal, Minerals Appraisal

Appraisal Institute Courses & Seminars:

Course 310 Basic Income Capitalization
Course 320 General Applications
Course 330 Apartment Appraisal
Course 410/420 Standards of Professional Practice A&B
Course 510 Advanced Income Capitalization
Course 520 Highest & Best Use and Market Analysis
Course 530 Advanced Sales Comparison and Cost Approaches
Course 540 Report Writing and Valuation Analysis
Course 550 Advanced Applications
Analytics Quantitative Analysis
Analytics Applications & Interpretation of Simple Linear Regression
Course 600 Income Valuation of Small, Mixed-Use Properties
Course 700 The Appraiser as an Expert Witness
Course 705 Litigation Appraising: Specialized Topics and Applications
Course 710 Condemnation Appraising: Basic Principles and Applications
Course 720 Condemnation Appraising: Advanced Topics and Applications
Review Review Theory – General/Review Theory - Residential
Advanced Valuation of Conservation Easements



International Right of Way Association Courses:

Course 403 Easement Valuation
Course 407 Valuation of Contaminated Properties
Course 421 The Appraisal of Partial Acquisitions
Course 431 Problems in the Valuation of Partial Acquisitions



Society of Real Estate Appraisers Courses:

Course 101 Introduction to Appraising Real Property
Course 102 Applied Residential Property Valuation

Data Science Courses

Valuometrics R for Appraisers
Valuometrics Stats, Graphs and Data Science¹
RStudio Conf 2018 Data Science in the Tidyverse



EXPERT WITNESS	Qualified as an Expert Witness in Alameda, Contra Costa and Solano County Superior Courts, and United States Bankruptcy Court.
EXPERIENCE	Real Estate Asset Analyst, 1991 to date Staff Appraiser, Smith & Associates, Inc., 1998 to 2000 Staff Appraiser, Glendale Federal Bank, 1997 to 1998 Staff & Review Appraiser, First Interstate Bank of California, 1989 to 1991 City Planner, US Navy, Naval Facilities Engineering Command, 1988
REVIEW APPRAISER	Compliance and Quality Review of all types of appraisals for Institutions relative to requirements of USPAP and UASFLA.
APPRAISAL COUNSELING And LITIGATION SUPPORT	Types of Appraisals/Counseling: Market Value, Eminent Domain, Partial Takings and Easements, Leasehold, Tax Appeal, Construction Defects, Subsidence and Slides, Properties with Toxic and/or Environmental Hazards. Types of Properties Appraised: Agricultural, Agribusiness, Commercial, Day Care Centers, Industrial, Retail, Office, Shopping Centers, Apartment and Single Family Residential, Ranch, Row Crops, Land, Orchards, Restaurants, Mini-Storage, Churches, Grocery Stores, and Schools. Partial Client List: Individuals, Corporations, Businesses, Partnerships, Attorneys, Insurance Companies, County Public Agencies, City Governments, Federal Government Agencies, Banks, Savings and Loans, Credit Unions, and Accountants.
PROFESSIONAL AFFILIATIONS	MAI Member, Appraisal Institute SRA Member, Appraisal Institute CRE, The Counselors of Real Estate CDEI, Certified Distance Education Instructor, IDECC GRI, Graduate Realtor's Institute Real Estate Broker, 1991 to date Certified General Real Estate Appraiser, 1992 to date Appraisal Institute Professional Development Programs: <ul style="list-style-type: none"> • Valuation of Conservation Easements • Litigation
PROFESSIONAL SERVICE	Assessment Appeals Board, Contra Costa County, 2019 to present Past President (2005*), Northern California Chapter, Appraisal Institute *The Chapter won the AIM award for outstanding chapter nationwide in 2005! Executive Committee, 2002-2005, Northern California Chapter, Appraisal Institute Board of Directors, 2001, Northern California Chapter, Appraisal Institute East Bay Branch Chair 2000, Northern California Chapter, Appraisal Institute Residential Guidance Chair 1999-2000, Northern California Chapter, Appraisal Institute Leadership Development & Advisory Council, 2000 & 2004, Appraisal Institute Professional Practice Appeals Panel, 2016-Present, Appraisal Institute Real Estate Research Council of Northern California, 1995 to 2016



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