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

American Society of Farm Managers and Rural Appraisers Courses:

Introduction to Business Valuation Course BV 201

Course RP 401 Allocating Components in Going Concern Appraisals



Course A-20 Principles of Rural Appraisal Highest and Best Use Course A-29 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 Timber Appraisal, Minerals Appraisal Seminars:

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
C 550	

Course 550 Advanced Applications Analytics Quantitative Analysis

Applications & Interpretation of Simple Linear Regression **Analytics**

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 Condemnation Appraising: Basic Principles and Applications Course 710 Course 720 Condemnation Appraising: Advanced Topics and Applications

Review Review Theory - General/Review Theory - Residential

Valuation of Conservation Fasements Advanced



International Right of Way Association Courses:

Course 403 **Easement Valuation**

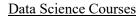
Course 407 Valuation of Contaminated Properties The Appraisal of Partial Acquisitions Course 421

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



Valuemetrics R for Appraisers

Stats, Graphs and Data Science¹ Valuemetrics RStudio Conf 2018 Data Science in the Tidyverse



Appraisal Institute™ Professionals Providing Real Estate Solutions





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:

- 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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