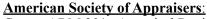
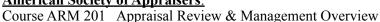
QUALIFICATIONS

BRUCE M. HAHN, CRE, MAI, SRA

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

PROFESSIONAL EDUCATION





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:

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.	
Course 310	Basic Income Capitalization
Course 320	General Applications
Course 330	Apartment Appraisal
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 Theory	General & Residential

Valuation of Conservation Easements



Appraisal Institute™

International Right of Way Association:

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:

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



CCIM Institute:

Advanced

CI 101	Financial Analysis for Commercial Investment Real Estate
CI 102	Market Analysis for Commercial Investment Real Estate
CI 103	User Decision Analysis for Commercial Investment Real Estate



Data Science:

R for Appraisers; Stats, Graphs and Data Science^{1&2} Valuemetrics

RStudio Conf 2018 Data Science in the Tidyverse - San Diego

RStudio Conf 2020 General Sessions - San Francisco

DataCamp Completed Data Analyst & Data Scientist Learning Tracks GENERAL EDUCATION

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

EXPERT WITNESS Qualified as an Expert Witness in Alameda, Contra Costa and Solano County

Superior Courts, and United States Bankruptcy Court.

EXPERIENCE

Real Estate 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 relative to requirements

of USPAP, UASFLA and other Standards.

COUNSELING And LITIGATION

SUPPORT

Types of Appraisals/Counseling:

Market Value, Eminent Domain, Partial Takings/Easements, Tax Appeal,

Leasehold, Construction Defects, Subsidence and Slides

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 CRE, The Counselors of Real Estate

MAI, Appraisal Institute SRA, Appraisal Institute

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



Bruce M. Hahn, CRE, MAI, SRA

Real Estate Analyst

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