

QUALIFICATIONS

BRUCE M. HAHN, CRE, MAI, SRA

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

PROFESSIONAL EDUCATION



American Society of Appraisers:

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:

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
 Advanced Valuation of Conservation Easements



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:

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:

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



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| 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: <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 |



Bruce M. Hahn, CRE, MAI, SRA
Real Estate Analyst
712 Bancroft Rd #286, Walnut Creek, CA, 94598
Telephone: (925) 932-4044 e-mail bruce@brucehahn.com

