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**QUALIFICATIONS OF LAWRENCE D. HOPPER, MAI, SRA, AI-GRS**

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**LAWRENCE D. HOPPER** has been in the real estate and appraisal business in Fresno County since 1977, and is a certified general real estate appraiser and licensed real estate broker in the State of California. He is president of the firm of rpa Wakefield & Hopper, Inc., dba Real Property Analysts.

**CERTIFICATION** Mr. Hopper is registered with the State of California Bureau of Real Estate Appraisers as a Certified General Real Estate Appraiser, #AG001738.

**PROFESSIONAL ORGANIZATIONS** Mr. Hopper is a designated member of the Appraisal Institute, an organization formed in 1990 by merger of the American Institute of Real Estate Appraisers with the Society of Real Estate Appraisers.

**Designations**

- MAI - Member, Appraisal Institute (#7493, November 1986)
- SRA - Senior Residential Appraiser (November 1980)
- AI-GRS - AI General Review Specialist (September 2014)

**Activities**

- President, Fresno Chapter, Society of Real Estate Appraisers, 1982-83
- President, Central California Chapter, Appraisal Institute, 1994
- President, Northern California Chapter, Appraisal Institute, 2011

**EDUCATION** **California State University, Fresno**  
BA - Bachelor of Arts, Biological Science, 1975  
MA - Master of Arts, Biological Science, 1977

**Fresno City College**

Classes in Real Estate Principles, Practice, Finance, Law & Economics

**The Appraisal Institute**

- Course 1A - Basic Principles, Methods & Techniques
- Course 1B-1,2,3 - Capitalization Theory & Techniques, Parts 1-3
- Course 2-1 - Case Studies in Real Estate Valuation
- Course 2-2 - Valuation Analysis & Report Writing
- Course 4 - Litigation Valuation
- Course 720 - Condemnation Appraising – Advanced Topics & Apps.
- Course 8 - Single Family Residential Appraisal
- Course E3 - Advanced Rural Case Studies
- USPAP - 2014-2015 Update Completed

Professional Development Program: Appraisal of Conservation Easements

Professional Development Program: Valuation of Intangible Assets

Review Theory - General

**APPRAISAL EXPERIENCE** Commercial, Industrial, Multiple-Family, & Agricultural Properties. Single-Family Residences, Condominiums & Subdivisions

**COURT EXPERIENCE** Mr. Hopper has qualified as an expert witness in the Superior Courts of Fresno, Madera, Merced, Kern & Tulare Counties and in the Federal Bankruptcy Court. He has also testified before the Assessment Appeals Board of Fresno County.

**PARTIAL LIST OF CLIENTS** Bank of America; Wells Fargo Bank; Union Bank of California; Tokai Bank; Bank of Stockdale; Clovis Community Bank; United Security Bank; Westamerica Bank; US Forest Service; Nat'l Park Service; FDIC; Cities of Fresno, Clovis & Bakersfield; Clovis, Hanford, Atwater & Madera Unified School Districts; Community Hospitals of Central California; Texaco; ARCO

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Petroleum; State Farm Insurance Co.; PPG Industries; US Dept. of the Navy. Numerous other individuals, firms & public agencies.