

# Jeffrey A. Lien

Certified General Real Estate Appraiser CA #AG009835

## Edwards, Lien & Toso, Inc.

Agricultural Real Estate Appraisal and Consultation

8408 N. Lander Avenue

Hilmar, California 95324

Phone (209) 634-9484 & Fax (209) 634-0765

**EDUCATION:** CALIFORNIA STATE UNIVERSITY, SAN LUIS OBISPO  
Bachelor of Science Degree  
Major: Agricultural Business Management  
Appraisal and Finance Concentration

### REAL ESTATE APPRAISAL / BROKERAGE / MANAGEMENT WORK EXPERIENCE:

April 2001 to Present	EDWARDS, LIEN & TOSO, INC. – Agricultural Appraisers / Consultants HILMAR, CA
January 1998 to Present	THE RANCH CO., INC. – Agricultural Appraiser / Real Estate Sales VISALIA & HILMAR, CA
September 1997 to January 1998	IRM CORPORATION -- Regional Property Manager CONCORD, CA
January 1991 to September 1997	SIERRA-BAY FARM CREDIT – Agricultural Appraiser STOCKTON, CA
April 1990 to January 1991	HOME SAVINGS OF AMERICA – Residential Appraiser SAN JOSE, CA

### ADDITIONAL EDUCATION AND TRAINING:

State of California Certified General Appraiser #AG009835

### *Appraisal Institute*

Course 310, Basic Income Capitalization  
Course 510, Advanced Income Capitalization  
Course 520, Highest and Best Use / Feasibility Analysis  
Course 530, Advanced Sales Comparison & Cost Approaches  
Course 540, Report Writing & Valuation Analysis  
Course 550, Advanced Applications  
Course 705, Litigation Appraisal  
Business Practices & Ethics  
Uniform Appraisal Standards for Federal Land Acquisitions (Yellow Book)

### *American Society of Farm Managers and Rural Appraisers*

Course A-10, Fundamentals of Rural Appraisal  
Course A-12 (I, II), ASFMRA Ethics, USPAP  
Course A-15, Report Writing  
Course A-20, Principles of Rural Appraisal  
Course A-25, Eminent Domain  
Course A-29, Highest and Best Use  
Course A-30, Advanced Rural Appraisal  
Federal and California State Appraisal Laws and Regulations

### PROFESSIONAL MEMBERSHIPS AND AFFILIATIONS:

- Associate Member of the Appraisal Institute (AI)
- Business Member of the California Farm Bureau
- Member / Former Board Member of Agricultural Lenders Society of California
- Qualified Expert Witness / Superior Courts / US Federal Bankruptcy Court (California / Eastern District)

**REFERENCES ARE AVAILABLE UPON REQUEST**