

## **QUALIFICATIONS OF DENNIS L. LOPEZ, MAI, SRA**

### **Education**

Bachelor of Science Degree, Business Administration, Arizona State University, Magna Cum Laude, December, 1978  
Real Estate Principles, Arizona State University, 1977  
Real Estate Law, Arizona State University, 1977  
Real Estate Management, Arizona State University, 1978  
SREA 101 (Real Estate Appraisal), Arizona State University, 1978  
SREA 201 (Real Estate Appraisal), Arizona State University, 1978  
Real Estate Land Development, Arizona State University, 1978  
Real Estate Investments, Arizona State University, 1978  
Urban Planning, Arizona State University, 1978  
AIREA Course VIII, "Single Family Residential Appraising," Arizona State University, 1978  
SREA "Marketability and Market Analysis", 1979  
SREA Seminar "Basic Money Market & Economic Analysis", 1980  
SREA "Market Abstractions Seminar", 1981  
AIREA "Standards of Professional Practice", 1981  
AIREA "Condemnation & Litigation Valuation", 1982  
IRWA "Skills of Expert Testimony", 1983  
SREA FHLBB Reg. R41-(b) Seminar, 1985  
AIREA "Valuation Analysis and Report Writing" (Exam 2-2), March, 1986  
AIREA "Case Studies in Real Estate Valuation" (Exam 2-1), March, 1986  
AIREA "Highest and Best Use Analysis", April, 1986  
"Eminent Domain Valuation-Procedures and Case Studies," Robert Helmandollar, Deputy Chief Right-of-way Agent, Arizona Department of Transportation, November, 1986  
"Arizona Condemnation and Zoning", Professional Education Systems, June, 1988  
SREA "Environmental Waste As It Applies To Real Estate", December, 1988  
SREA "Standards of Professional Practice and Conduct", December, 1988  
AIREA "Rates, Ratios and Reasonableness", August, 1989  
AIREA "Uniform Standards of Professional Practice", February, 1990  
SREA "Income Property Valuation for the 1990's", July, 1990  
AI "Reviewing Appraisals", June, 1992  
IRWA "Easement Valuation" (Course 403), March, 1993  
ADOT "Impact of Highway Construction on Real Estate", April, 1993  
AI "Uniform Standards of Professional Appraisal Practice, Part A & B", February, 1994  
AI "Advanced Income Capitalization, Course II510, ASU, February, 1995  
AI "Fair Lending", October, 1995  
AI "Subdivision Analysis", March, 1996  
AI "New Industrial Valuation", May, 1998  
Ted Whitmer, "Attacking & Defending an Appraisal in Litigation", January, 2000  
AI, "710 Condemnation Appraising – Basic Principles and Applications", May, 2000  
AI, "720 Condemnation Appraising – Advanced Topics and Applications", May, 2000  
AI "Uniform Standards of Professional Appraisal Practice, Part C", October, 2000  
AI "Litigation Appraisal: Specialized Topics and Applications, Course 705, March, 2002  
IRWA "Reviewing Appraisals in Eminent Domain", May, 2005  
AI "Subdivision Analysis", October, 2007  
AI "Business Practices and Ethics", May, 2008  
AI "Uniform Appraisal Standards for Federal Land Acquisitions ("Yellow Book")", December, 2009  
AI "Fundamentals of Separating Real Property, Personal Property, Intangible Business Assets", May, 2012  
AI "Business Practices and Ethics", December, 2015  
AI "2018-2019 Uniform Standards of Professional Appraisal Practice (USPAP) Update", January, 2018

## **Designations, Memberships, Licenses and Certifications**

MAI - Member, Appraisal Institute, May, 1988, Certificate No. 7798  
SRA - Senior Residential Appraiser, Appraisal Institute, August, 1980  
Certified General Real Estate Appraiser, State of Arizona, Certificate No. 30189  
Licensed Real Estate Salesperson - State of Arizona

## **Professional & Civic Activities**

Appraisal Institute, Admissions Committee, Experience Review, 1989-1997  
Appraisal Institute, Review and Counseling Committee, 1991-2005  
Society of Real Estate Appraisers, Phoenix Chapter #68, Chairman, Professional Practice Committee, 1989-1990  
Society of Real Estate Appraisers, Phoenix Chapter #68, Chapter President and Supervisory Officer of the Professional Practice Committee, 1987-88  
College of Business Administration, Arizona State University, Guest Lecturer, Finance and Real Estate Departments, College of Business  
Mesa Community College, Scottsdale Community College, Desert Vista High School, Guest Lecturer, Real Estate Appraisal  
CLE International, Guest Lecturer, Eminent Domain Conference, April, 2005  
"Condemnation Summit", Eminent Domain and Condemnation Law Conference, Guest Lecturer, April, 2012

## **Awards**

Awarded the "Employer of the Year, 2004", by the Phoenix Chapter 28, International Right-of-way Association, September, 2004  
Awarded the "Minority Consultant Firm of the Year", by the City of Phoenix Minority Business Enterprise Affirmative Action Program, October, 1989  
Awarded the "Phoenix Board of Realtors Outstanding Real Estate Student of the Year," by the Phoenix Board of Realtors in conjunction with the College of Business Administration, Arizona State University, 1978

## **Experience**

Independent fee appraiser and consultant since June, 1978, with varied experience in appraising and analyzing single-family residences, vacant land, multi-family residential properties, commercial, retail, industrial and special use properties; specialization in eminent domain valuation and expert witness testimony  
Qualified as an expert witness in matters of real estate appraisal in Maricopa County, Pima County, Pinal County, Coconino County, Yavapai County, Yuma County, Santa Cruz, and Mohave County Superior Courts, and U.S. Bankruptcy Court  
Currently self-employed with *Dennis L. Lopez & Associates, LLC*, Real Estate Appraisers and Consultants, 8631 South Priest Drive, Suite 103, Tempe, Arizona 85284-1912, 480-838-7332, dennis@lopezappraisal.com, www.lopezappraisal.com  
Vice President, Commercial Team Leader and Residential Manager with Sell, Huish & Associates, Inc., Real Estate Appraisers and Consultants, Tempe, Arizona, January, 1980 to July, 1988  
Independent fee appraiser with Diversified Property Services Limited, Phoenix, Arizona, June, 1978, to June, 1980  
Licensed Real Estate Salesperson – State of Arizona, 1981 to present

## **Geographical Area**

State of Arizona