

# Jeffrey A. Lien

Certified General Real Estate Appraiser CA #AG009835

## Edwards, Lien & Toso, Inc.

Agricultural Real Estate Appraisal and Consultation  
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**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 / Property 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

**LICENSES, EDUCATION AND TRAINING:**

State of California OREA Certified General Appraiser #AG009835  
State of California DRE Real Estate Salesperson License #01280007

**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 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**