

Qualifications of Guido M. Villanueva

Director

Valbridge Property Advisors | Northern California



Independent Valuations for a Variable World

State Certifications

Certified General
State of California

Education

Bachelor of Arts
Mathematics/Industrial
Engineering-Operations Research
University of California, Berkeley

Contact Details

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Valbridge Property Advisors I
Northern California
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San Ramon, CA 94583

www.valbridge.com

Membership/Affiliations

Member: Appraisal Institute, Candidate for Designation
Member: State of California – Real Estate Broker

Appraisal Institute & Related Courses

Appraisal Institute:

- Advanced Concepts and Case Studies
- Advanced Market Analysis and Highest and Best Use
- Business Practices and Ethics
- Advanced Income Capitalization
- General Appraiser Income Approach (Parts I & II)
- General Appraiser Sales Comparison Approach
- General Appraiser Site Valuation & Cost Approach
- National Uniform Standards of Professional Practice
- Supervisory Appraiser/Trainee Appraiser Course
- Easement Valuation
- Advanced Applications
- Litigation Appraisal
- Argus DCF Analysis
- Federal Laws and Regulations.
- Real Estate Principles
- Basic Appraisal Procedures

Department of Real Estate:

- Law
- Finance
- Principles
- Fair Housing
- Trust Funds
- Ethics and Agency
- Managing for Profit
- Environmental Issues
- Residential Real Estate

Awards

2010 Winner – George and Alberta Strauss Scholarship
2012 Workshop Chairperson – Appraisal Institute Northern
California Chapter

Experience

Director

Valbridge Property Advisors | Northern California
(2017-Present)

Senior Appraiser

Valbridge Property Advisors | Northern California (2013-
2017)

Senior Appraiser

Hulberg & Associates, Inc. (2003-2013) (Joined to create
Valbridge in 2013)

Brokerage, Land Development, Consulting

Villanueva Realty Advisors (1997 to 2011)

Northern California Region Manager

Coast Federal Bank Commercial Property Appraisal Group,
(1994-1997)

Senior Appraiser

VP - Bank of America/Security Pacific Bank (1991-1994)

Fee Appraiser

Urban Land Research and Smith Denton Associates (1988-
1991)

Commercial: Retail shopping centers, medical and professional office buildings, regional mall, cinemas, athletic clubs, post office buildings, vacant and leased land.

Industrial: Warehouses, manufacturing, R&D, biotech, lumberyards, data centers, airport hangers, business parks, auto repair and vacant and leased land.

Residential: Market rate and affordable apartments, condominiums, senior housing, student housing, subdivision analysis, mixed use residential over commercial, vacant land, feasibility studies, rent comparability studies, LIHTC and HUD - SPRAC program analysis.

Special Purpose: GSA courthouse and historic buildings, hospitals, medical clinics, marinas, motels/hotels, mini storage, mobile home parks, land development, entertainment venues, quarries and auto dealerships.

Other specialties include tax assessment and appeals, minority interest valuation, condemnation, expert witness and litigation support, estate planning, remnant parcel and easement arbitrations and review appraisals.

