

# Qualifications of Guido M. Villanueva

## Senior Appraiser

Valbridge Property Advisors | Hulberg & Associates, Inc.



### *Independent Valuations for a Variable World*

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#### State Certifications

Certified General  
State of California

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#### Education

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

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#### Contact Details

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Valbridge Property Advisors |  
Hulberg & Associates, Inc.  
3160 Crow Canyon Place #245  
San Ramon, CA 94583

[www.valbridge.com](http://www.valbridge.com)

#### Membership/Affiliations

Associate Member: Appraisal Institute

#### Appraisal Institute & Related Courses

Appraisal Institute:

- Real Estate Principles
- Basic Appraisal Procedures
- Capitalization Theory (Parts A & B)
- Sales Comparison and Cost Approach Valuation Analysis
- Uniform Standards of Professional Practice (Parts A and B)
- Advanced Income Capitalization
- Easement Valuation
- Highest and Best Use
- Advanced Applications
- Litigation Appraisal
- Argus DCF Analysis
- Federal Laws and Regulations.

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

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## Experience

### **Senior Appraiser**

Valbridge Property Advisors | Hulberg & Associates, Inc.  
(2013-Present)

### **Senior Appraiser**

Hulberg & Associates, Inc. (2003-2013)

### **Brokerage, Land Development, Consulting**

Villanueva Realty Advisors (1997 to 2011)

### **Regional Manager**

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

### **Senior Appraiser**

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

### **Fee Appraiser**

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

### **Asset Analyst**

Bank of America Investment Real Estate (1985-1988)

Commercial: Retail shopping centers, medical and professional office buildings, regional mall, cinemas, 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: Apartments, condominium development, subdivision analysis, vacant land, mixed use apartments over commercial, feasibility studies, rent comparability studies.

Special Purpose : Post Office buildings, historic buildings, athletic clubs, hospitals, medical clinics, nursing homes, marinas, motels/hotels, mini storage, mobile home parks, land development and auto dealerships.

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