



# RANDY GILLIAM, MAI

**Senior Vice President, Shareholder  
Valuation Advisory Services**

Randy Gilliam has over 37 years experience in real estate, including 26+ years as an appraiser. His professional focus is on the valuation of income-producing properties, with experience in market analysis and economic studies. Assignments have been completed on a diverse group of property types including retail centers, office buildings, medical office, industrial properties of all types, hotels, senior care facilities, automobile dealerships and service stations. Assignments have been completed in Washington, California, Oregon, Utah and Alaska.

In August 2006, Cornerstone Consulting Group, Inc. merged with Kidder Mathews Valuation Advisory Services. Randy co-founded Cornerstone in 2001 and was a principal of that firm. Prior to Cornerstone, he worked as a senior associate at various real estate appraisal firms in downtown Seattle and Bellevue. Before beginning his appraisal career in 1993, he had worked for 12 years for real estate developers including Daly Homes of California/Nevada, Trammell Crow Residential, Linclay Corporation and Urban Investment & Development.

Randy is actively involved with the Seattle Chapter of the Appraisal Institute. He is a two time attendee of the Leadership Development and Advisory Council in Washington, DC. Past leadership positions include immediate past president (2014), chapter president (2013), chapter vice president (2012), chapter treasurer (2011), chapter secretary (2010), education chair (2008), regional representative (2005-2006, 2012), membership admissions, development and retention chair (2002-2003) and associate guidance chair (2004-2005).

## EDUCATION

**BS** in business administration, specializing in accounting and finance from University of Colorado, Boulder

## PROFESSIONAL AFFILIATIONS

**MAI** designation - Appraisal Institute (No. 11714)

**CERTIFIED GENERAL REAL ESTATE APPRAISER** - State of Washington (1100634) and State of Oregon (C000979)

## REPRESENTATIVE ASSIGNMENTS / OFFICE/MEDICAL

**FOURTH & MADISON** 845,849 s.f. in Seattle, WA

**REDMOND TOWN CENTER** 582,373 s.f. in Redmond, WA

**BELLEVUE TECHNOLOGY CENTER** 328,668 s.f. in Bellevue, WA

**HEALTHRIGHT 360 HEADQUARTERS** 48,492 s.f. in San Francisco, CA

## SELECT CLIENT LIST

American West Bank

Altus Group Limited

Bank of America

Bank of the West

Banner Bank

Boston Private Bank

Cashmere Valley Bank

City of Bothell

City of Mill Creek

City of Kent

Columbia Bank

Columbia West Properties

Glacier Real Estate Finance

Great Point Investors, LLC

Hellsell Fetterman LLP

Homestreet Bank

Interwest Mortgage  
Investment Co



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## INDUSTRIAL

**FORMER ACE HARDWARE DISTRIBUTION** 510,127 s.f. in Yakima, WA

**KORRY ELECTRONICS** 216,000 s.f. in Everett, WA

**WAL-MART DISTRIBUTION CENTER** 884,626 s.f. in Grandview, WA

**RAINIER CORPORATE PARK I & II** 1,109,970 s.f. in Fife, WA

**FRUIT PACKING & COLD STORAGE** numerous facilities in Eastern Washington

## RETAIL

**REDMOND TOWN CENTER** 699,481 s.f. in Redmond, WA

**SUNSET SQUARE** 376,023 s.f. in Bellingham, WA

**MONTEREY PLAZA** 183,180 s.f. in San Jose, CA

**BROOKVALE SHOPPING CENTER** 135,380 s.f. in Fremont, CA

**COUNTRY GABLES SHOPPING CENTER** 140,240 s.f. in Granite Bay, CA

**PINE CREEK SHOPPING CENTER** 217,471 s.f. in Grass Valley, CA

## SPECIAL PURPOSE

**ASSISTED LIVING/SKILLED NURSING** - various facilities in Washington State

**CHURCHES** - numerous throughout Western Washington

**BASTYR UNIVERSITY** 50.71 acre campus in Kenmore, WA

**AUTOMOBILE DEALERSHIPS** - numerous throughout Washington State

**GONZAGA PREP HIGH SCHOOL** 26.24-acre campus, Spokane, WA

**PORTFOLIO LIMITED SERVICE HOTELS** 4 states on the West Coast

Inslee Best Doezie & Ryer  
PS

JP Morgan Chase

Lane Powell PC

Newmark Realty Capital

Northern Trust Bank

Northwest Farm Credit  
Services

Peoples Bank

RaboAgri Finance

Rowley Properties

Seattle Bank

Skagit State Bank

TIAA-CREF

Toyota Financial Services

Union Bank

Umpqua Bank

Voldal Wartele & Co PS

Washington Capital  
Management

Washington Federal

Washington Trust Bank

Wells Fargo RETECHS

Wheatland Bank

Yarrow Bay Development

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