



## Randall C. Gilliam, MAI

Vice President

Valuation Advisory Services

### CAREER SUMMARY

Randy Gilliam has over 30 years experience in real estate, including 18 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 that include 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, 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 various real estate developers, including Daly Homes of California/Nevada, Trammell Crow Residential, Linclay Corporation, and Urban Investment & Development Co.

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 (2006-2007) in Washington D.C., and currently serves as the Chapter Treasurer (2011). Past leadership positions include Chapter Secretary (2010), Education Chair (2008), Regional Representative (2005-2006), Membership Admissions, Development and Retention Chair (2002-2003), and Associate Guidance Chair (2004-2005).

### EDUCATION

University of Colorado, Boulder – Bachelor of Science Degree – Business Administration with specialization in accounting and finance, 1978

500 108th Ave NE, Suite 2400  
Bellevue, WA 98004  
T 425.450.1181  
F 425.450.1179  
rgilliam@kiddermathews.com

### PARTIAL CLIENT LIST

Aegon USA Realty Advisors, Inc.  
Auburndale Properties  
Bank of America (Seafirst Bank)  
Banner Bank  
Bonz/REA, Inc.  
City of Bothell  
City of Mill Creek  
First Bank, St. Louis  
First Sound Bank  
Glacier Real Estate Finance  
Goodale & Barbieri Companies  
Harbor Properties  
HomeStreet Bank  
Intervest Mortgage Investment Co.  
JPMorgan Chase  
Key Bank  
Lane Powell Spears Lubersky  
Metzler Realty Management, Inc.  
National Bank of Tukwila  
National City Bank of Kentucky  
National Mortgage  
North Coast Mortgage  
Northshore Baptist Church

## Randall C. Gilliam, MAI continued

### PROFESSIONAL AFFILIATIONS

- MAI designation – Appraisal Institute (No. 11714)
- State of Washington - Certified General Real Estate Appraiser (No. 1100634)
- State of Oregon – Certified General Real Estate Appraiser (No. C000979)
- State of California-Certified General Real Estate Appraiser (No. AG044536)

### REPRESENTATIVE ASSIGNMENTS

#### Office/Medical Properties

Intergate West, Tukwila, WA	238,661 sq ft
World Trade Center, North Seattle, WA	133,177 sq ft
Several Medical Office Buildings	Washington State
Morgan Building, Portland, OR	142,982 sq ft

#### Industrial Properties

Former Ace Hardware Distribution, Yakima, WA	510,127 sq ft
Korry Electronics, Everett, WA	216,000 sq ft
Alliance Packaging, Renton, WA	413,010 sq ft
Wal-Mart Distribution Center, Grandview, WA	884,626 sq ft
Equa Chlor Facility, Longview, WA	77,000 ECU

#### Retail Properties

Sunset Square, Bellingham, WA	376,023 sq ft
Jefferson Square, Seattle, WA	146,928 sq ft
Portfolio Shopping Centers, California	80,000 to 232,000 sq ft

#### Special Purpose Properties

Various Assisted Living/Skilled Nursing Facilities	Washington State
Numerous Churches	Western Washington
Bastyr University, Kenmore, WA	50.71-acre Campus
Numerous Automobile Dealerships	Washington State
Portfolio Limited Service Hotels (West Coast)	4 States

### PARTIAL CLIENT LIST (CONTINUED)

Old Standard Life
Opus NW
Ronald Nelson Associates
Seattle Bank
Skagit State Bank
State Farm Life Insurance
Sterling Savings Association
Texaco Refining & Marketing, Inc.
TIAA-CREF
Triad Mortgage & Realty Funding
TRF Pacific, Inc.
University Presbyterian Church
US Bancorp
Valley Bank
Voldal Wartele & Co. PS
Vulcan Northwest
Wal-Mart Corporation
Washington Capital Management
Washington Federal Savings
Wells Fargo RETECHS