

# Donald P. Pensotti

*Certified General Real Estate Appraiser  
Valuation Consultant / Market Analyst*

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## Career History

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| <b>Valuation Services, LLC</b><br>Walnut Creek, CA       | <b>Owner</b><br>Commercial Appraisal   | 2002 – Present |
| <b>Appraisal Express</b><br>Walnut Creek, CA<br>Reno, NV | <b>Owner</b><br>Residential Appraisal<br>Commercial Appraisal                | 1987 - Present |
| <b>Tower Construction</b><br>Walnut Creek, CA            | <b>Chief Financial Officer</b><br>Commercial and Residential<br>Construction | 2004 - Present |
| <b>Heritage Real Estate</b><br>Northern California       | <b>Realtor</b><br>Investment Sales   | 1986 - Present |
| <b>Freeman &amp; Associates</b>                          | <b>Partner</b><br>Commercial and Residential<br>Appraisal                    | 1986 - 1987    |
| <b>Dimond &amp; Pensotti, Inc. RMO</b>                   | <b>General Contractor</b><br>Construction and Engineering                    | 1973-1986      |

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## Appraisal Specialties

- Residential and Estate Properties
- Subdivisions, Condominiums and Proposed Developments
- Commercial, Light and Heavy Industrial
- Apartments & Multi-Family
- Marketing and Land Feasibility Studies
- Appraisal Review

## Education

- California State University (San Francisco) – B.S. (Finance) 1968
- AI Level I Courses – All Completed
- AI Level II Advanced Income Capitalization (Course 510)
- AI Level II Highest & Best Use and Market Analysis (Course 520)
- AI Level II Advanced Sales Comparison & Cost Approaches (Course 530)
- AI Level II Report Writing and Valuation Analysis (Course 540)
- Uniform Standards of Professional Appraisal Practice (USPAP)



**VALUATION SERVICES, LLC**  
1515 OAKLAND BLVD, SUITE 230  
WALNUT CREEK, CA 94596  
925-280-1460

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### **Specialized Appraisal Courses Include**

- American Institute of Appraisers, Earthquake Safety Inspection
- HUD Report and Practices & Appraisal Techniques Appraisal Institute
- How to Perform FHA Appraisals Within New HUD Guidelines
- California Architectural Styles for Appraisers
- Title and Escrow for Appraisers
- Appraisal Institute Course 330 - Apartment Appraisal

### **Appraisal Institute Membership**

Appraisal Institute General Associate Member  
MAI Candidate

### **Memberships, Licenses and Professional Affiliations**

- California Certified General Real Estate Appraiser
  - Nevada Certified General Real Estate Appraiser
  - California Licensed Real Estate Agent Associate
  - Contra Costa County, California Board of Realtors
  - Northern California Chapter of the Appraisal Institute
  - AI-CCIM Organizational Affiliate Member
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### **References**

Ben Bauer  
Delta Lending Group  
Walnut Creek, CA  
925.906.1100

Kimberly Meis  
Lehman Brothers Company  
866.420.3171

Kim Nelson  
First Horizon  
925.416.6234

E. Gregg Kent  
Real Estate Investor  
925.828.7810

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Barry McKenna  
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Richard Pavao  
California Real Estate Finance  
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Preferred Financial  
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