

REAL ESTATE
APPRAISAL & BROKERAGE
SERVICES

COMPANY PROFILE

P: 205-822-9990 E: appraisal.falknerappraisals@gmail.com

> 2159 Rocky Ridge Road Suite 113 Hoover, Alabama 35216

The Falkner Firm is a professional and established firm offering a diverse scope of real appraisal and brokerage services throughout the state of Alabama.

Our ability to provide exceptional service is based upon:

- Depth of experience
- Professional work ethics
- A superior level of service and commitment to excellence
- Years of in-depth, hands-on knowledge in various fields of real estate

Our Primary Objectives

- To consistently provide the highest quality services in a timely manner and at a reasonable cost to the client
- To continue practicing the company's tradition of accuracy, integrity, and outstanding client relations the cornerstone of our success!

The Falkner Firm began as a division of Joseph & Company which was established in 1981 as a real estate appraisal firm. The company grew and diversified through the years to include more disciplines in the real estate field. The creation of a separate division known as Joseph Properties further expanded the firm's professional capabilities by integrating property development and management to its existing appraisal and consulting services.

In 2022 Britton R. Falkner, MAI purchased the appraisal division of Joseph & Company and began operations as Falkner and Joseph Appraisals, LLC and the name was changed to The Falkner Firm in 2024 when the company began offering brokerage services.

- Since 1981 we have grown and diversified to become one of the most highly regarded real estate valuation, consulting, and brokerage firms in the area
- The hands-on point of view obtained through being directly involved in the market itself has proven to be an integral part of our success
- The individuals comprising our team bring extensive experience in local, state and national markets
- Each of our team members brings a unique set of skills and experience to the company from diverse backgrounds and disciplines

Our primary goal is to assist in making intelligent business and investment decisions. We specialize in almost any type of real property, including existing and proposed construction, raw land and special-use properties. Some examples of the types of properties we have experience with include:

- Professional & Medical Offices
- Office/Warehouse Facilities
- Light Industrial/Manufacturing Shops
- Retail Buildings
- Shopping Centers
- Restaurants & Fast Food Locations
- Gas/Convenience Stores
- Recreational & Entertainment Facilities

- Special Use Facilities
- Institutional Properties
- Apartment Complexes
- Mixed Use Developments
- Residential & Commercial Subdivisions
- Lots & Acreage
- Estate Appraisals
- Right-of-Way Projects



PROFESSIONAL QUALIFICATIONS OF BRITTON R. FALKNER, MAI

STATE CERTIFIED GENERAL REAL PROPERTY APPRAISER

CURRENT STATUS



Britton Falkner, MAI is presently a Certified General Real Property Appraiser and the Owner / Chief Appraiser for:

THE FALKNER FIRM

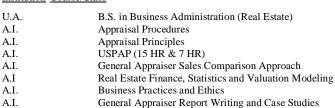
2159 Rocky Ridge Road, Suite 113

Hoover, Alabama 35216 (205) 822-9990 Office

Email: britton.falknerappraisals@gmail.com

EDUCATION STATUS (2011 to Present)

Institution Course/Class



A.I. General Appraiser Market Analysis and Highest & Best Use
A.I. General Appraiser Site Valuation & Cost Approach
A.I. General Appraiser Income Approach Part 1
A.I. General Appraiser Income Approach Part 2

A.I. Advanced Income Capitalization

A.I. Advanced Market Analysis and Highest & Best Use

A.I. Advanced Concepts & Case Studies

A.I. Quantitative Analysis

A.I. Supervisory Appraiser/Trainee Appraiser Course

A.I. Aerial Inspections for Real Estate

A.I. Examining Property Rights and Implications on Valuation
A.I. Rapid Response: Market Analysis in Volatile Markets

A.I. Transferred Value

A.I. Aerial Inspections for Real Estate

A.I. Evaluating Commercial Leases: The Tenant and the Terms

A.I. The Tough Ones: An Income Capitalization and Sales Comparison Approach to Mixed Use Properties

U.A. (University of Alabama) A.I. (Appraisal Institute)

CERTIFICATION & ASSOCIATIONS

Certified General Real Property Appraiser (November, 2016) Certificate Number G01299 MAI Member of the Appraisal Institute

APPRAISAL EXPERIENCE

Mr. Falkner began working as a Real Property Appraiser in June, 2013. Mr. Falkner is a MAI member of the Appraisal Institute, and he has also succeeded in obtaining his real estate sales person license and his brokers license in the State of Alabama. Mr. Falkner also currently sits on the Board of Directors for the St. Clair Association of REALTORS.

EMPLOYMENT HISTORY

Mr. Falkner worked in Hotel and Restaurant Management for 5 years and as a Property Manager for Ellis-Trick Multi-Family in Tuscaloosa for 2 years prior to becoming an appraiser. Additionally, Mr. Falkner has 3 years of gas station/convenience store management experience.





PROFESSIONAL QUALIFICATIONS OF DEREK RYAN MUNRO

CERTIFIED GENERAL REAL PROPERTY APPRAISER

CURRENT STATUS

Derek Ryan Munro is presently a Certified General Real Property Appraiser for:

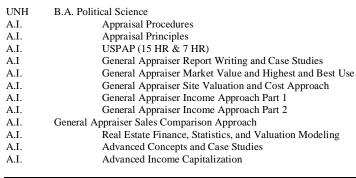
THE FALKNER FIRM

2159 Rocky Ridge Road, Suite 113 Hoover, Alabama 35216 (205) 822-9990 *Office*

Email: derek.falknerappraisals@gmail.com

EDUCATION STATUS (2011 to Present)

Institution Course/Class





UNH (University of New Hampshire) A.I. (Appraisal Institute)

CERTIFICATION & ASSOCIATIONS

Certified General Real Property Appraiser (June, 2023)

APPRAISAL EXPERIENCE

Mr. Munro began working as a Real Property Appraiser in July 2020.

EMPLOYMENT HISTORY

Mr. Munro previously worked at Centene Corporation for seven years in the position of Manager, Legal Affairs in Washington DC. Centene Corporation is a multi-national Fortune 50 healthcare and managed-care organization.

PROFESSIONAL QUALIFICATIONS OF RHONDA SUE PICKETT

CERTIFIED GENERAL REAL PROPERTY APPRAISER

CURRENT STATUS

Rhonda Sue Pickett is presently a Certified General Real Property Appraiser for:

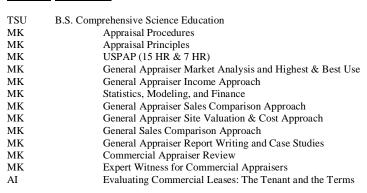
THE FALKNER FIRM

2159 Rocky Ridge Road, Suite 113 Hoover, Alabama 35216 (205) 822-9990 *Office*

Email: rhonda.falknerappraisals@gmail.com



Institution Course/Class





TSU (Troy State University) MK (McKissock) AI (Appraisal Institute)

CERTIFICATION & ASSOCIATIONS

Certified General Real Property Appraiser (October, 2022)

APPRAISAL EXPERIENCE

Ms. Pickett began working as a Real Property Appraiser in March, 2020.

EMPLOYMENT HISTORY

Ms. Pickett worked as a Secondary Science teacher for 26 years prior to becoming an appraiser.

State of Alabama



This is to certify that

Britton R Falkner

having given satisfactory evidence of the necessary qualifications required by the laws of the State of Alabama is licensed to transact business in Alabama as a

Certified General Real Property Appraiser

With all rights, privileges and obligations appurtenant thereto.

Jojia Brooks

Executive Director ALABAMA REAL ESTATE APPRAISERS BOARD

LICENSE NUMBER: G01299 EXPIRATION DATE: 09/30/2025

State of Alabama



This is to certify that

Derek Ryan Munro

having given satisfactory evidence of the necessary qualifications required by the laws of the State of Alabama is licensed to transact business in Alabama as a

Certified General Real Property Appraiser

With all rights, privileges and obligations appurtenant thereto.

LICENSE NUMBER: 003056 EXPIRATION DATE: 9/30/2025 Executive Director ALABAMA REAL ESTATE APPRAISERS BOARD

Form Brooks

State of Alabama



This is to certify that

Rhonda Sue Pickett

having given satisfactory evidence of the necessary qualifications required by the laws of the State of Alabama is licensed to transact business in Alabama as a

Certified General Real Property Appraiser

With all rights, privileges and obligations appurtenant thereto.

LICENSE NUMBER: G01577 EXPIRATION DATE: 09/30/2025 Executive Director ALABAMA REAL ESTATE APPRAISERS BOARD

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REAL ESTATE LICENSES



The Falkner Firm LLC

Company License

EXPIRES 09/30/2024

Issued 01/26/2024 License 000163455-0

Expires 09/30/2024 Certification 005234O20240126

The Falkner Firm LLC

2159 Rocky Ridge Road Suite 113 Birmingham, AL 35216

Company Registration C0001634550
Company Qualifying Broker Britton Robert Falkner

This License Shall Terminate Whenever Above Licensee Fails To Comply With Any Portion Of The Alabama Real Estate Licensing Law

Alabama Real Estate Commission

Vaughn T. Poe Executive Director





Britton Robert Falkner

Qualifying Broker License

EXPIRES 09/30/2024

Issued 01/26/2024 License 000097775-1 Expires 09/30/2024 Certification 005235O20240126

The Falkner Firm LLC

2159 Rocky Ridge Road Suite 113 Birmingham, AL 35216

Company Registration C0001634550
Company Qualifying Broker Britton Robert Falkner

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Alabama Real Estate Commission

Vaughn T. Poe Executive Director





Ashley Nichole Lawrence

Temporary Salesperson License

EXPIRES 08/31/2024

Issued 02/21/2024 License 000157949-0 Expires 08/31/2024 Certification 006373N20240221

The Falkner Firm LLC

2159 Rocky Ridge Road Suite 113 Birmingham, AL 35216

Company Registration

C0001634550

This License Shall Terminate Whenever Above Licensee Fails To Comply With Any Portion Of The Alabama Real Estate Licensing Law

Alabama Real Estate Commission

Vaughn T. Poe Executive Director



BUSINESS LICENSE

BUSINESS LICENSE CITY OF HOOVER

94698

PO. BOX 360628 HOOVER, ALABAMA 35236-0628 DATE 1/11/24

NOT TRANSFERABLE

FALKNER FIRM, THE 2159 ROCKY RIDGE RD STE 113 HOOVER AL 35216- 5192 THE ISSUANCE OF THIS BUSINESS LICENSI
SHOULD NOT BE CONSIDERED AS APPROVAL BY
THE CITY OF THE LICENSE'S LOCATION FOR
ZONING PURPOSES. ZONING COMPLIANCE B
NOT A FUNCTION OF THE CITY OF HOOVEL
DEPARTMENT OF REVENUE.

IS HEREBY GRANTED A LICENSE to transact the business specified below

in the City of Hoover, Alabama from inclusive at Hoover, Alabama.

JAN 1, 2024

DEC 31, 2024

LICENSE FOR:

Type of Business:

Schedule

AGENT AND DEALER

1A

Wardy Dikerson

POST IN A CONSPICUOUS PLACE.

FALKNER FIRM, THE 2159 ROCKY RIDGE RD STE 113 HOOVER AL 35216- 5192