



REAL ESTATE  
APPRAISAL & BROKERAGE  
SERVICES

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## COMPANY PROFILE

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P: 205-822-9990

E: [appraisal.falknerappraisals@gmail.com](mailto: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](mailto:britton.falknerappraisals@gmail.com)



### EDUCATION STATUS (2011 to Present)

#### Institution Course/Class

U.A.	B.S. in Business Administration (Real Estate)
A.I.	Appraisal Procedures
A.I.	Appraisal Principles
A.I.	USPAP (15 HR & 7 HR)
A.I.	General Appraiser Sales Comparison Approach
A.I.	Real Estate Finance, Statistics and Valuation Modeling
A.I.	Business Practices and Ethics
A.I.	General Appraiser Report Writing and Case Studies
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](mailto:derek.falknerappraisals@gmail.com)



#### EDUCATION STATUS (2011 to Present)

##### Institution Course/Class

UNH	B.A. Political Science
A.I.	Appraisal Procedures
A.I.	Appraisal Principles
A.I.	USPAP (15 HR & 7 HR)
A.I.	General Appraiser Report Writing and Case Studies
A.I.	General Appraiser Market Value and Highest and Best Use
A.I.	General Appraiser Site Valuation and Cost Approach
A.I.	General Appraiser Income Approach Part 1
A.I.	General Appraiser Income Approach Part 2
A.I.	General Appraiser Sales Comparison Approach
A.I.	Real Estate Finance, Statistics, and Valuation Modeling
A.I.	Advanced Concepts and Case Studies
A.I.	Advanced Income Capitalization

*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](mailto:rhonda.falknerappraisals@gmail.com)



#### EDUCATION STATUS (2011 to Present)

##### Institution Course/Class

TSU	B.S. Comprehensive Science Education
MK	Appraisal Procedures
MK	Appraisal Principles
MK	USPAP (15 HR & 7 HR)
MK	General Appraiser Market Analysis and Highest & Best Use
MK	General Appraiser Income Approach
MK	Statistics, Modeling, and Finance
MK	General Appraiser Sales Comparison Approach
MK	General Appraiser Site Valuation & Cost Approach
MK	General Sales Comparison Approach
MK	General Appraiser Report Writing and Case Studies
MK	Commercial Appraiser Review
MK	Expert Witness for Commercial Appraisers
AI	Evaluating Commercial Leases: The Tenant and the Terms

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

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#### 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.*

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.*

A handwritten signature in cursive script, appearing to read "Lisa Brooks".

Executive Director

ALABAMA REAL ESTATE APPRAISERS BOARD

LICENSE NUMBER: 003056  
EXPIRATION DATE: 9/30/2025



# 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.*

A handwritten signature in black ink, appearing to read "Diana Brooks".

Executive Director

ALABAMA REAL ESTATE APPRAISERS BOARD

LICENSE NUMBER: G01577  
EXPIRATION DATE: 09/30/2025







ALABAMA REAL ESTATE  
**COMMISSION**  
EMPOWER. CONNECT. AND EDUCATE.

**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





ALABAMA REAL ESTATE  
**COMMISSION**  
EMPOWER. CONNECT. AND EDUCATE.

**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

**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





ALABAMA REAL ESTATE  
**COMMISSION**  
EMPOWER. CONNECT. AND EDUCATE.

**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**

No. 94698  
24-00122960

P.O. 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 LICENSE SHOULD NOT BE CONSIDERED AS APPROVAL BY THE CITY OF THE LICENSEE'S LOCATION FOR ZONING PURPOSES. ZONING COMPLIANCE IS NOT A FUNCTION OF THE CITY OF HOOVER 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 to DEC 31, 2024

LICENSE FOR:

<u>Type of Business:</u>	<u>Schedule</u>
AGENT AND DEALER	1A

*Wendy Dickerson*  
CITY CLERK

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**POST IN A CONSPICUOUS PLACE.**

CITY OF  
HOOVER

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

