

JAMIE HIATT FAULKNER

SUMMARY OF QUALIFICATIONS

- Eighteen years in the commercial real estate industry.
- Fifteen years focus on analysis and due diligence in the retail investment sales arena.
- Analyzed more than \$1.5 billion worth of shopping center and office investment property and \$1.5 billion worth of development property.
- Personally involved with valuation and/or due diligence of more than 200 retail investment properties.

WORK EXPERIENCE

2005 – Present: Faulkner Consulting, Atlanta, GA

Commercial Real Estate Analyst

- Lease review, Argus and Excel modeling, CAM analysis, due diligence and special projects for retail, office and development properties.

2002 – 2004: BlackRock Realty Advisors, Atlanta, GA and Miami, FL (now CB Richard Ellis)

Broker

- Exclusive focus on the sale of neighborhood and community anchored shopping centers throughout the Southeast.

2001 – 2002: Trammell Crow Company, Atlanta, GA

1994 – 2000: Ben Carter Associates, Atlanta, GA

Financial Analyst

- Complete responsibility for the inside portion of the sales process for the retail investment sales team: lease review, due diligence, financial models, market analysis, research and packaging. Extensive client-customer contact.

1991 – 1994: Carter & Associates, Atlanta, GA

Administrative Assistant

- Served as assistant to the company's Financial Analysis department while learning the basics of the real estate industry and performing lease analyses for the office and industrial leasing brokers.

EDUCATION AND CREDENTIALS

Licensed Real Estate Broker, State of Georgia

Bachelor of Business Administration, Finance
1989, University of Georgia