

Robert Calhoun

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I understand you are in the market for an experienced professional with a background in real estate construction, management, and design for your current opening. If this is so I am the candidate with all the applicable skill and background for the position.

I have been in the real estate industry since graduation from Auburn University in the fall of 2004 with a Bachelor's degree in Finance. Upon graduation, I immediately began a career with Alabama Department of Revenue appraising all aspects of real property which included: residential, commercial, vacant land and waterfront. During my tenure as an appraiser, I earned the designation as Alabama Certified Appraiser. In addition to his previous academic achievements, I also have a Master's of Business Administration from University of North Alabama.

As a real estate consultant, I provide research, analysis and advising services to clients such as construction developers, investment banks, mortgage lenders, materials producers, builders and property investors.

As consultant, I typically start a relationship with a new prospect by meeting with him/her to discuss objectives. After learning of the client's objectives, I prepare the necessary research tools and set out a schedule to perform and report on research. For a property developer, my research may involve site-based visits, meetings with community officials and local real estate professionals, as well as secondary research compiling data that provide direction on broader trends in regional property development.

From appraisal perspective, my education and experience in real property valuation has provided me with extensive knowledge about building construction cost, design and market trends. Becoming a licensed realtor allowed me the opportunity to develop the expertise required for maintaining successful relationships with customers, clients and agents. I keep myself informed of changing regulations and laws that impact value and affect appraisals. These are skills I have developed throughout a career that has benefited every employer and client that has utilized my services

With the investment I have put into being an appraiser and realtor I know I am the match for your position. My resume will only prove this. I look forward to speaking with you directly about this opportunity and becoming a part of your team.

Robert Calhoun
AL Certified Appraiser
Licensed Realtor®

<p><u>LICENSURE</u></p> <p>CERTIFIED TAX APPRAISER</p> <p>State of Alabama 2012</p> <p>LICENSED REALTOR®</p> <p>State of Alabama 2016</p> <p><u>QUALIFICATIONS</u></p> <ul style="list-style-type: none"> • Residential Appraisals • Commercial Appraisals • Gross Income Multipliers • Income Capitalization • Highest & Best Use • Depreciation • Manufactured Housing • New Construction • Vacant Land 	<p style="text-align: center;"><u>APPRAISAL EXPERIENCE</u></p> <ul style="list-style-type: none"> ▪ Responsible for sound analysis and valuation of Real Property to ensure equitable Property Tax Assessments. ▪ Appraised real and personal property based on standard appraisal techniques and render advisory and instructional services to local assessing officials to improve the quality of local assessment work. ▪ Analyzed statistical data to determine the uniformity and equitability of appraised value of the real property for ad valorem tax purposes. ▪ Served as an agent of Alabama Department of Revenue in Board of Equalization Tax Assessment Hearings. ▪ Assisted in the application of the tax laws; and represent the Revenue Commissioner in the sale and redemption of state-owned property. ▪ Performed complex current use property appraisals/assessments on farm and timber lands for tax purposes; assures assessments comply with U. S. Department of Agriculture Soil Conservation guidelines. ▪ Assisted the Tax Assessor with the development and implementation of new and innovative assessment and tax accounting techniques and policies. ▪ Processed difficult assessments concerning the classification or exemption status of a parcel; determines which types of property are exempt. ▪ Prepared recommendations for annual budget; submits to Deputy Tax Assessor for approval; monitors expenditures; submits to State Revenue Department the portion of the Tax Assessors budget that supports the county mapping and appraisal maintenance system. ▪ Met with taxpayers to explain assessment process, answer questions, and/or resolve complaints. ▪ Coordinated assessment and mapping projects with the Board of Equalization and Tax Collectors Office to assure proper tax notices are prepared for the citizens.
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<u>APPRAISAL COURSEWORK</u>	<u>PROFESSIONAL EXPERIENCE</u>
<ul style="list-style-type: none"> • IAAO 101: Fundamentals of Real Property Appraisal 	<p>BayBridge REALTY, Fairhope, AL <i>Real Estate Consultant</i> <i>2017-Present</i></p>
<ul style="list-style-type: none"> • IAAO 102: Income Approach to Valuation • IAAO 112: Income Approach to Valuation II 	<p>ALABAMA DEPARTMENT OF REVENUE, Florence, AL <i>Real Estate Appraiser</i> <i>2004-Present</i></p>
<ul style="list-style-type: none"> • IAAO 201: Appraisal of Land 	<p><u>EDUCATION</u></p>
<ul style="list-style-type: none"> • IAAO 300: Fundamentals of Mass Appraisal 	<p>UNIVERSITY OF NORTH ALABAMA, Florence, AL <i>Masters of Business Administration</i> <i>2014-2016</i></p>
<ul style="list-style-type: none"> • IAAO 331: Mass Appraisal Practices and Procedures 	<p>AUBURN UNIVERSITY, Auburn, AL <i>Finance</i> <i>1999-2003</i></p>
<ul style="list-style-type: none"> • Alabama IIA: Appraisal Manual (Residential) 	<p><u>AFFILIATIONS</u></p>
<ul style="list-style-type: none"> • Alabama IIB: Appraisal Manual (Commercial) 	<p>International Association of Assessing Officials, Member, 2004-Present</p>
<ul style="list-style-type: none"> • Alabama III: Basic Mapping 	<p>Huntsville’s Area Association of Realtors (HAAR), Member, 2016-17</p> <p>National Association of Realtors, Member, 2016-Present</p>
<ul style="list-style-type: none"> • Alabama IV: Introduction to Property Tax Administration 	<p>Alabama Realtors Association, Member, 2016-Present</p> <p>HAAR – Governmental Affairs Committee, Member, 2017</p>
<ul style="list-style-type: none"> • Alabama IXA: Personal Property Appraisal Manual 	<p>HAAR – Education Committee, Member, 2017</p> <p>Baldwin County Association of Realtors (BCAR), Member 2017-Present</p>
<ul style="list-style-type: none"> • Alabama IXB: Personal Property Appraisal Audits 	
<ul style="list-style-type: none"> • Advanced Appraisal Concepts 	

- Alabama I: Property Tax Administration & Law

REFERENCES

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