

RANDY P. HINKLE

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REAL ESTATE INVESTMENT PROFESSIONAL

With 30 years of experience being self-employed in the Real Estate industry. 7 years as the owner and manager of a local my own Real Estate brokerage company. The next 24 years as owner of Freeman Appraisal Co., LLC in which I manage, appraise, inspect and review real estate. Also in the past 30 years I have been involved in depth with construction projects and hundreds of Real Estate investments acquisitions and sales. In the past few years I have been sought out by large investors to locate exceptional Real Estate investments, do the due diligence, inspect the properties, negotiate the contracts, get the properties ready for closing, determine the rehab and cost and facilitate the completion. I personally have purchased properties from Ohio to Florida in different types and value ranges. I have extensive financial knowledge from lending to securities. I am a self-motivated, self-taught entrepreneur since I was 19, I have made my own way from nothing and appreciate the talents I have learned. My greatest gifts are my character and honesty, my concern for others, and my love to help other people. I feel these characteristics are hard to come by in today's business world. My total package of real estate experience makes it very natural to see the value of a piece of real estate, it's highest and best use, the vision to see the end result of a project before ever starting. I am a very hands on person working for investors, I take their purchases serious, just as if they were my own. I try to use the motivation behind an investors thinking to form specific criteria to match up their need to a property. I pride myself in being able to perform at most task place before me. In 2012, by accident I got involved in Off-market Real Estate and after around 6 months had built A2Z Real Estate Solutions, which is now one of the largest sources of major off-market real estate in the U.S.. This business has opened up a plethora of opportunities to buy real estate before even the big hedge funds and REIT's even see them, I even have a direct in to the Treasury Dept. for distressed properties which include all types of properties up to 5 star hotels. My most positive trait is working hard and digging into deals to find the story behind the sales and just natural vision. This vision gives me the ability to see things others just do not see without hiring financial analyst, inspectors, appraiser's, etc.. I can truly make very educated decisions on the spur of the moment, giving you an even bigger advantage over other buyers. During this time dealing with off-market real estate I have dealt with some of the largest buyers and sellers in the World. My associates and I have dealt with the biggest US hotels, Resorts, Office buildings, Multi-family complexes, etc.. Giving me avast amount of information on the largest assets in the Country.

Buyer for Investors, Real Estate Appraiser, Realtor, Real Estate Inspections, Due Diligence, Construction Management – Capital Project Management - Real Estate Investment - Real Estate Right of Ways – Appraisals Mapping and Leasing - Project Execution – Strategy - Process Improvements - Strategic Planning - Start-up - Estimating - Bid Preparation - Proposals - Legal Documentation - Environmental Management - Infrastructure – Design/Build - EPA - OSHA,

Business-driven Real Estate Development, Project Management and Entrepreneur delivering outstanding returns managing real estate and construction projects through the entire cycle successfully on schedule and within budget resulting in bottom line profits and organizational excellence. Articulate and collaborative leader, communicator, and negotiator with talent for establishing productive and enduring relationships with business leaders, architects, engineers, consultants, agencies, and community leaders. Polished leader with a track record implementing continuous improvement principles, orchestrating successful turnarounds, increasing profitability and reducing costs. Armed with sound judgment and decision-making skills, as well as creditable leadership in defining strategic vision, generating financial success, and delivering results across the entire project. Masterful at making assessments of project challenges, developing action plans, and improving project team confidence resulting in client satisfaction.

CERTIFICATIONS – PROJECTS – SUCCESSESS

CERTIFICATIONS AND LICENSE; **Alabama Certified Real Estate Appraiser, Alabama Licensed Real Estate Agent**, Licensed Property and Casualty Insurance License, Licensed Securities Broker, Veteran's Administration Compliance Inspector

- **Real Estate investor and developer which has purchased and developed numerous properties.** Highly-successful leader with a successful track record coordinating real estate right of ways, appraisals, mapping and leasing, legal documentation, safety coordination and environmental management.
- **Founded and developed one of the largest Christian youth facilities in the Southeast, Stoney Creek Outreach**, creating the business plan, designed and built the infrastructure, designed all buildings and amenities, hiring, safety training, and handled OSHA, EPA.
- **Developed a large multi-million dollar development on Lewis Smith Lake, an Alabama Power Reservoir** that was completed in 90 days, with roads, infrastructure, subdivision of lots, and boat house permits. Followed strict EPA guidelines regarding drainage control into the lake, along with OSHA guidelines for safety during equipment operations.

CAREER HISTORY

FREEMAN APPRAISAL COMPANY, L.L.C., Cullman, AL.....1990-present
Owner-Appraiser-Inspector

***Complete management of this LLC including purchases, employee hiring, benefits, payroll, human resources, appraisals and compliance inspections.

HINKLE CONSTRUCTION, ALABAMA LOG HOMES AND HINKLE EXCAVATING, AL.....1992-present
Owner-Operator

A2Z REAL ESTATE SOLUTIONS.....2012-present
Owner-President-Buyer/Seller Facilitator

***Land development, property management, quality control, OSHA and EPA guidelines, equipment operator, subdividing properties with surveying techniques, laying out and constructing of all road and infrastructures.

EDUCATION - ACTIVITIES

University of Alabama Engineering School, Wallace State Community College, Advanced Mathematics and Physics. Over 300 hours of **Real Estate Appraisal Education**, Over 300 hours of **Real Estate Agents Education**