William K. Justons, Jr.

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Offering over 26 years of real estate experience; specializing in commercial and residential appraisals for individual projects or extended contracts. In-depth appraisal knowledge from residential dwellings (single-family and multi-family homes), new construction to commercial developments. Providing expert service for all real estate sales. As a team of highly motivated real estate professionals we are connecting clients, banks, lenders and investors together to provide a solid real estate network.

CREDENTIALS

- ✓ Commercial Land Surveys, Georgia Real Estate Commission, 2011
- ✓ Certified International Property Specialist (CIPS®), National Association of Realtors, 2008
- ✓ Commercial Property Construction and Inspection, Real Estate Appraisal Institute, 2007
- ✓ Economic Aspects of Appraisal, Real Estate Information Management Institute, 2005
- ✓ Certified Residential Specialist (CRS®), Council of Residential Specialists, 2002
- ✓ Certified Federal Housing Administration (FHA) Appraiser, 2001
- ✓ Distressed Properties Professional (DPP®), Scholarship by American Real Estate Educators, 2001
- ✓ Licensed Residential Property Appraiser, State of Georgia, 2000, License Number - GLN54545
- ✓ Member of Real Estate Institute of Professional Appraisers, member since 1999
- ✓ Member of Atlanta Real Estate Board, Member since 1987
- ✓ Licensed Real Estate Sales Agent, Georgia Real Estate Commission, 1986
- ✓ Notary Public, State of Georgia, Member of The National Notary Association, 1985-Present
- ✓ Bachelor of Science Degree, Georgia Southern University, Major in Business Administration and Real Estate Appraisals, 1984

STRENGTHS

- Real Estate Appraisals
- Real Estate Sales
- Training & Development
- Zoning Bylaws
- Client Networking
- Customer Service
- Property Insurance Assessments
- Staff Development
- Marketing
- Property Rental Management

QUALIFICATIONS IN ACTION

PRESIDENT AND OWNER
Williams J Appraisals, LLC., Atlanta, GA, 10/2011 – Present

- Successfully launched a full service real estate company specializing in residential and commercial appraisals
- Servicing all types of appraisals from; residential (single-family and multi-family homes), new construction to commercial developments
- Poached a sizeable customer base from networking with prior satisfied clients, local businesses, home builders, commercial builders, banks and investors
- Coached and groomed a creative and resourceful team and equipped them with the tools, knowledge and motivation required to meet the needs of any and all clients
- Fostered a reputation built on many years of outstanding service, creditability and trust

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QUALIFICATIONS IN ACTION continued...

REAL ESTATE APPRAISER

Best Coast Reality Appraisals, LLC., Atlanta, GA, 07/2000 - 10/2011

After obtaining appraisal certification was promoted to open and manage a new office and property appraisal department in Atlanta, Georgia. Successfully built a client base, by generating leads through; client contacts, local businesses, homebuilders and cold calling on banks. Created an ongoing compliance and training program using experts in the business of real estate and appraisals; ensuring all team members were uniformly trained. Implemented scheduled performance counseling creating continuity within the operation.

- Spearheaded the opening of a new remote company office and department of property appraisals from ground up
- Hired, trained, developed, motivated and built a team that grew to the size of over 14 members to meet the needs of this new department
- Created marketing campaigns and complied a regional data base that successfully added short term and long term sales growth
- Within the first three years successfully nurtured business volume to over 900 yearly appraisals
- Contracted vendors to support payroll, personnel processing and compensation packages

REAL ESTATE AGENT / PROPERTY MANAGEMENT DIRECTOR

Best Cost Reality, Inc., Athens, GA, 05/1986 - 07/2000

In 1986 obtained real estate licensing and was promoted into the position of Property Management Director, offering a new service of assisting property owners in renting out properties for vacation rentals. Supervised a staff of clerks who scheduled rentals and completed rental agreements.

- Built a rental portfolio of over 100 properties of condos, duplexes, apartments, homes, mobile homes and ranches
- Increased revenue through converting renters to property owners
- Awarded “The Savvy Sales Agent” of the year
- Spearheaded one of the companies largest single residential sale of $4.2 million

CUSTOMER SERVICE REPRESENTATIVE of NEW HOMES

Best Coast Reality, Inc., Athens, GA, 10/1984 - 05/1986

Liaison for six real estate agents and their clients; providing all levels of customer service, follow-up and communications. Played an active role in real estate trade shows from the setup, promoting properties to the show take down. Conducted open houses and assisted with the company’s real estate sales within the new home market.

AWARDS / COMMENDATIONS

- Department of Public Works, Director of Zoning as Honorary - County Community Historian in 2003
- Multiple certificates of appreciation from Chamber of Commerce, Heritage Fundraiser as an Annual Event Volunteer since 1985

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