

JOHN H. McCROCKLIN, CCIM, ALC, CRB

John McCrocklin is a specialist in investment analysis and offers his clients more than thirty-three years experience in the field of real estate. John graduated from Texas State University in 1974 with a BBA in Real Estate where he also served as adjunct professor of Finance during 1986 and 1987 and was selected as a Charter Member of the Texas State University's School of Business Advisory Council. He has been actively engaged in the real estate business since March of 1972. He was awarded the 1988 and 1989 Lone Star Trophy by the Texas Association of REALTORS® for "Outstanding Commercial Transaction of the Year" in the state of Texas and is the first and only two-time recipient of the statewide award. He was runner up for the William C. Jennings Lone Star Trophy (Commercial Transaction of the Year) in 1997.

John acted as a consultant to the United States House of Representatives and Senate Banking Committees during 1987-1990 on various aspects of banking legislation, including finance. He was called as an expert witness to testify before these Congressional Committees in 1989, 1990 and 1991 on the insolvency of the Federal Savings and Loan Insurance Fund and disposition strategies utilized by the Resolution Trust Corporation. He assisted Public Broadcasting System's (PBS) *Frontline* producer Glen Silber and correspondent: Robert Krulwich with background information used in a revealing expose on the gross mismanagement and corruption of the government's \$700 billion bailout of the thrift industry. The broadcast, "The Great American Bailout" which aired in October of 1991, won the George Polk Award, which honors excellence in reporting.

In 1990, REALTOR® McCrocklin was co-founder of a full service real estate and management information company that developed ATTACK® software, a broad based facilities management software, which he sold to Lotus Development Corporation, which is now part of IBM, in 1992. After serving as a fee consultant to Lotus Development Corporation and its money center banking clients for over fifteen months, McCrocklin joined ASI International, a Lafayette, CA based computer company as director of real estate consulting. In 1993, REALTOR® McCrocklin was requested to assist in the Paul B. Andrew Company in the management of a Receivership for the United States District Court, Northern District of California, involving real estate fraud by a San Francisco based company. After successfully completing the yearlong investigation, he received letters of exemplary commendation from the United States Securities Exchange Commission and the Federal Bureau of Investigation for his exemplary work.

John has also been active in the CCIM Institute for Commercial Real Estate, an educational affiliate of the National Association of REALTORS® which awards the Certified Commercial Investment Member (CCIM) designation. He was a senior instructor for the National Association of REALTORS® CCIM Institute's CCIM designation program, which is similar to a Master degree in commercial real estate and investment analysis. McCrocklin retired after a decade of service as a Senior Instructor for CI 101 - Commercial Investment Real Estate Analysis and CI 301 - Decision Analysis in 1997. He was awarded Senior Emeritus status in 1997 after serving as Chairman of the Faculty Committee in 1997.

John is a Certified Real Estate Brokerage Manager, CRB, designation. The Certified Real Estate Brokerage Manager (CRB), awarded by the Real Estate Brokerage Managers Council, is a professional designation earned by real estate brokerage managers who are dedicated to pursuing excellence in brokerage management. The CRB designation is reserved for only the most dedicated, conscientious and highly skilled real estate professionals.

John also holds the Accredited Land Consultant, ALC, designation awarded by the REALTORS® Land Institute. ALC's ensure that clients will find the best possible parcel for

farming, development, recreation and a myriad of other specialized uses. The ALC network is a valuable resource for buyers and sellers.

John has also completed an extensive series of foreign commercial real estate consulting projects for development assignments in Belize, Canada, Indonesia, Mexico and the United Kingdom.

He welcomes assisting you with your real estate needs.