

EXPERTISE RESUME

PERSONAL INFORMATION

Name: S. Randall (Randy) Finfrock
Address: 6605 N. St Andrews Drive, Tucson, AZ 85718
Contact: rfinfrock@incentas.com or 520.891.7957



AREA OF SPECIALTY

Investment Properties with an emphasis on Shopping Centers

AREAS OF EXPERTISE

Property Selection & Brokerage; Revenue & Expense Forecasting; Value-add Asset Optimization

EDUCATIONAL SUMMARY

Real Estate License	State License	General Real Estate	2004
Broker License	State License	Broker Operations	1993
Real Estate License	State License	General Real Estate	1980
University of Kansas	Masters of Arts	Human Development	1974-1977
University of Kansas	Liberal Arts	Human Development	1965-1969

EMPLOYMENT SUMMARY

Southwest Retail Partners, LLC	Manager	2006-present
Commercial Retail Investors, LLC	Member	2005-present
Commercial Retail Advisors, LLC	Licensed Real Estate Agent	2004-2006
BeOpen Inc.	Co-founder & COO	1997-2001
Finfrock Realty, Ltd.	Owner & Operator	1993-1997
Grubb & Ellis Company	Investment Specialist	1981-1993
Human Development Associates	Co-founder & Education Director	1975-1980
Southwest Indian Research Center	Co-director of Research (NIMH Grant)	1972-1975

PRIOR INVESTMENT PROPERTY TRANSACTIONS

Retail Centers	14	1981- 1997
Multifamily Projects	23	1981- 1997
Office	9	1981- 1997
Industrial	3	1981- 1997
Land	7	1981- 1997

AREAS OF PROFESSIONAL INTEREST

- Software program for inventorying and tagging retail centers for purchase selection
- Software program for capitalizing individual tenant leases for revenue aggregation
- Relationship between commercial mortgage rates, securities & financial measures
- Relationship between leverage, interest rates & cap rates across market cycles