



## Letter of Introduction for John Hamner, CCIM, CREOBA

I have written this letter of introduction for anyone who may be considering me in regards to my commercial real estate services.

I moved to Phoenix Arizona from Southern California with my parents at the age of 15 in 1965 and graduated from Grand Canyon University with a BS in Science in 1974. My wife Connie and I (we celebrate our 38<sup>th</sup> anniversary this year) with our infant daughter, Jennifer moved to Tucson in 1978. I obtained my real estate license in 1982 and became a partner in a new real estate firm in 1989, RE/MAX Premier Realty and my wife and I became sole owners in 1991; we sold that firm in July 2005 with 85 agents.

In 1999, I started my commercial real estate career. I became interested in this highly specialized field after not only assisting several of my agents with their commercial deals but by negotiating 2 of my own office leases as a real estate company owner. I learned quickly that I needed more skills and tools than what I had and began taking the CCIM courses and through that process, set a goal to acquire the CCIM designation which was completed in 2008. While most commercial agents specialize in one or two areas like office/industrial, because of my broker experience in being responsible for a variety of commercial transactions, and because much of my business came from the many agents I am connected with in Tucson, I have become a general practitioner; I may be selling a retail building in Central Tucson one week and showing medical office space in Oro Valley the next. In addition to my education, I am committed to having all of the tools available to support my business. Those tools and affiliations include being a premier subscriber to loopnet, having all the modules of CoStar including property professional as well as comps, and being a member of our local MLS. My affiliation with CCIM has been a tremendous asset in that when I have a commercial need or want to promote a particular property, the CCIM mail bridge is just the tool to connect with the right network of agents. My commercial affiliation with KW Commercial also enables me through Catylist to market my listings to a large community on [kwcommercial.com](http://kwcommercial.com). I find that my responsive attention to detail attributes have served me well in handling a diversity of transactions including retail, office, industrial and hospitality (I sold two hotels in 2008).

My success today is the result of the following: a lengthy history in our real estate community with many friends and associations, my education in real estate which includes the Certified Commercial Investment Member (CCIM) designation as well as my affiliation with [CREOBA](http://CREOBA) (Commercial REO Brokers Association), my marketing plan which includes a lead generating website, [www.tucsoncommercial.com](http://www.tucsoncommercial.com) which adds exposure to the properties I list, and finally, my responsive attention to detail service that I provide to my clients.

On a personal note, I am a jazz musician and avid outdoorsman. I find these diverse activities enhance my creativity in all aspects of my life, both personal and business.

All of my contact information is on the footnote below. Please contact me with any questions or requests. I look forward to serving you.

**John Hamner, CCIM**  
Keller Williams of Southern Arizona

Direct 520.907.0030

[www.tucsoncommercial.com](http://www.tucsoncommercial.com)