

**Hameed Siddiq**  
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**EDUCATION** Florida A&M University, Bachelor of Science Degree

Major: Economics Minor: Human Resources Management

**PROFESSIONAL EXPERIENCE**

**Sales and Marketing 2007 to the Present**

**2020 to Present: Managing Broker and Investor Advisor**

**Sundae Funding**, Jacksonville FL (7/19/2021 to 11/15/2022) - Real Estate Investor Advisor

- Facilitate the acquisition and disposition of single family investment properties
- With over 25 years of experience in real estate, I assist in training other colleagues
- Develop relationships with local, national and international investors to purchase properties on our real estate marketplace. The investors range from the small to hedge funds, REITs and Holding Companies
- Meet with home sellers, in an effort to convince them to allow us to sell their property on our private marketplace
- Our team averages over 1 million dollars in home sales per month. We sold 82 properties in a 12-month period.

**Commercial Movement Group**, Jacksonville, FL (06/01/2020 to 7/19/2021) - Managing Broker

- Assist Buyers and Sellers with Single Family Rental (SFR) Portfolios and Multifamily properties
- Complete commercial BPO valuations for several asset management companies. Valuations include, but not limited to, hotels, apartment buildings, retail, restaurants and special purpose buildings
- Responsible for all of the aspects of the development of the commercial division. This includes, lead generation, negotiations, building relationships with buyers and sellers and commercial training.

**December 2018 to 09/03/2019** (Company closed Acquisition department in Jacksonville)

**Opendoor**, Jacksonville FL - Full time Acquisition Associate

- Establish a fair market value to offer sellers interested in selling their homes
- Coordinated with the inspection team to ensure pricing accuracy of homes
- Negotiated the purchase of 95 properties totaling 25 million dollars during the 9 month employment period
- Properties negotiate sold for close to double Opendoor's expected unlevered gross margin percentage

**2015 to 2017: Marketing Representative**

**Auction.com a TEN-X Company**, Orlando, FL

- Promoted the online auction real estate marketplace to Realtors and investors in Georgia and Florida
- Promoted to state marketing lead for Florida in December 2015
- Responsible for the training and production of a team of 7 to 10 marketing representatives in Florida
- Participated in Expos, Live Auctions, Investor and Realtor meetings throughout Georgia and Florida
- Attended Real Estate Investor meetings in Atlanta, Orlando, Jacksonville, Miami, Tampa, Fort Myers, Palm Beach and Fort Lauderdale in an effort to build relationships with Investors, Realtors and Lenders

**2007 to 2016: Real Estate Broker/Owner**

**One Trust Realty, LLC**, Jacksonville, FL and Orlando, FL

- Assisted individuals and financial institutions with residential and commercial real estate transactions
- Worked with over 20 asset management companies to complete thousands of residential and commercial Broker Price Opinions (BPOs)
- REO listing broker - Helped REO banks sell their properties by listing on the MLS and marketing to investors
- Assisted a real estate hedge fund with finding investors to purchase their real estate notes and foreclosures
- Listed Hedge fund's assets on the MLS - Multiple Listing Service. Listed properties in Florida and Georgia
- Joined Real Estate investor groups in Central Florida in order to network with investors and Realtors

## **Training 2006 to the Present**

### **2017 to Present: Certified Trainer**

- National Association of Realtors - Realtor Property Resource (RPR)
- Conducted RPR residential and commercial training classes with over 20 Realtor Associations in Florida
- Conducted training classes at over 35 Real Estate Brokerages in North, Central and South Florida
- Certified to teach 20 RPR residential courses and 2 RPR commercial courses
- Conducted training classes to over 10,000 Realtors over the past 4 years

### **2013 to 2017: Certified Instructor Panel Member**

Florida Realtors Association, Orlando, FL

- Certified by the Florida Realtors association to teach GRI 202 Real Estate Investments  
GRI - Graduate Realtor institute is a national designation for Realtors

### **2007 to Present: Instructor/Owner**

#### **Realty and Insurance U**

- Courses in Real Estate, Insurance and Securities are available to customers
- Courses are delivered through live classroom, live webinar, taped webinar and online self-study
- Realtors may join our free online discussion group, to get answers to real estate questions
- 11 courses have been written, submitted and approved by the Florida Real Estate Commission

### **2006 to 2010: Adjunct Professor: Real Estate Instructor**

**Florida State College of Jacksonville** - Real Estate and Insurance Academies

Responsible for teaching the Florida Real Estate Sales Associate 63 hour Pre Licensing course. Once students successfully complete my pre licensing class, they are eligible to sit for the State of Florida Real Estate licensing exam

## **LICENSES**

Florida Real Estate Broker License; BK601201

Florida Insurance License A081360

Florida Real Estate Instructor License ZH1002597

Florida Insurance Instructor License 1313300

Georgia Real Estate Broker License 360784

Georgia Insurance License 2974871

Alabama Real Estate Broker License 000137305-0

## **DESIGNATIONS**

**GRI** - Graduate Realtor Institute - National Association of Realtors

**SFR** - Short Sale and Foreclosure Resource - National Association of Realtors

**BPOR** - Broker Price Opinion Resource - National Association of Realtors

**BPOS** – Broker Price Opinion Specialist – Realty And Insurance U

## **ASSOCIATION MEMBERSHIPS**

**NAR** - National Association of Realtors

**NAREB** - National Association of Real Estate Brokers

**NEFAR** - Jacksonville Realtors

**GAR** - Georgia Association of Realtors

**FR** - Florida Realtors Association

**GREEA** - Georgia Real Estate Educator's Association

## **MLS/CIE MEMBERSHIPS**

**Jacksonville FL - RealMLS**, Multiple listing service

**Florida - MLS Advantage** - Florida Realtors statewide multiple listing service

**Georgia - FMLS**, First Multiple Listing service

**Total Commercial** – Search on market commercial properties nationwide

**Brevitas Commercial** - Search on market commercial properties nationwide

**Crexi Commercial** - Search on market commercial properties nationwide

**RPR Commercial** – Search on and off market commercial properties nationwide

**References** Available upon request