

# REO**Red**Book

OFFICIAL MEMBERSHIP DIRECTORY OF THE FORCE

2022 EDITION

## MAKING CONNECTIONS

THE INDUSTRY'S GUIDE TO THE MOST QUALIFIED  
AGENTS & BROKERS

 **FORCE**

# REALTOR SPECIALIZING IN RESIDENTIAL & COMMERCIAL TRANSACTIONS



Extensive  
experience in  
corporate real  
estate



Talented Realtor  
with exceptional  
marketing &  
property sales  
skills



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professional with  
ability, drive and  
determination



Succeeds in  
new business  
development



Proficient in  
identifying client  
needs while  
adhering to strict  
deadlines.

**Ryan Benn**

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BENNRyan472@GMAIL.COM





## REO Appraisals – What You Need to Know

REO appraisals can be sensitive and tricky. Often these properties have been abandoned and can be susceptible to hazardous conditions and even vandalism. In the event of multiple REOs in the same neighborhood, the market area and the individual property values are both impacted.

In these situations, you benefit from an experienced AMC with leading quality control and compliance checks and an independent nationwide panel of appraisers who have the knowledge of local market conditions. With more than 40 years of appraisal and valuation management experience, look no further than PCV Murcor.



**PCVMURCOR**<sup>TM</sup>  
Nationwide Real Estate Valuations Management

### UNRIVALED ASSET MANAGEMENT SOLUTIONS WITH LEADING NATIONWIDE VALUATIONS

- ✔ Referral to highly experienced, full-service national asset management provider
- ✔ Access to experts that have listed, managed and sold over 500,000 REO assets nationwide
- ✔ Customized valuation strategy that mitigates risk and compliance exposure

**VISIT**



**[PCVMURCOR.COM/REOs](https://www.pcvmurcor.com/reos) to get started.**



# MEET THE FORCE ADVISORY COUNCIL



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Follow us.



# FORCE. ACCELERATE YOUR BUSINESS.

For the last 17 years, *REO Red Book* has been the trusted directory of qualified residential REO agents and brokers in the mortgage industry, and it is now exclusively comprised of agents in the FORCE network. The Federation of REO Certified Experts (FORCE) is the Five Star Institute's REO member organization consisting of of pre-screened, certified, and experienced REO agents.

The FORCE has been bridging the gap between our distinguished network of agents and brokers and the asset management and servicing communities for more than nine years. We believe in providing quality service by creating lasting connections, and you can use this year's *REO Red Book* to find elite FORCE agents you can trust to improve your business.

## THE FAQs OF *REO RED BOOK*

### How should you use the *REO Red Book*?

The *REO Red Book* is predominantly organized alphabetically by state, city, and last name. You can also access the listings online at REORedBook.com.

### When should you use the *REO Red Book*?

The *REO Red Book* is a comprehensive directory of the most qualified residential agents and brokers in all aspects of the distressed asset disposition market, including BPO, REO, Single-Family Rental, short sales, and property management. Utilize it when you have a market need, are upgrading your network, or need a best-in-class agent or broker.

### Who is listed in the *REO Red Book* and what are their qualifications?

Each professional in the *REO Red Book* is a member of the Five Star FORCE. An exclusive organization of residential real estate certified experts, the FORCE is unparalleled in its standards: compliance, experience, and educational requirements are required to become a member. To learn more about these standards and why we're confident in our roster of top-tier agents, visit us online at TheFiveStarForce.com.

### Why should you use the *REO Red Book*?

The *REO Red Book* is thorough and easy to use, contains only the best-in-class REO agents and brokers, and provides the vital information you need to know about them, including years in REO, years in real estate, clientele, counties served, technology used, services, and accreditations.

### Where can I find more information?

For more information on the *REO Red Book*, contact us at 214.525.6700 or FORCE@TheFiveStar.com. You can also visit us online at REORedBook.com where you'll find a multitude of interactive features, including maps of REO properties sold, DOM rate, advanced search features, email and website link connectivity, and continual information updates.

### Where can I order more copies?

To request more copies of *REO Red Book* or to make suggestions for future *REO Red Book* editions please contact 214.525.6700 or force@thefivestar.com

FOR MORE INFORMATION, VISIT US AT FIVESTARFORCE.COM. READY TO BECOME PART OF THE ELITE? CONTACT US AT **214.525.6700** OR **FORCE@THEFIVESTAR.COM**.

# REO Red Book

MAKING  
CONNECTIONS IN

# ALABAMA



## MARIE DICKINSON



**Berkshire Hathaway  
Homeservices Cooper**  
7675 Cottage Hill Road  
Mobile, Alabama 36695  
251.454.6939 PHONE

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2006 IN REO SINCE: 2008

### Bio

Licensed broker for both Alabama and Mississippi, I have been an active, practicing REALTOR since 2006 and have been listing/selling REO since 2008. I am the Qualifying Broker for one of 10 Cooper & Co. offices in South Alabama, managing approximately 40 agents at any given time. I am committed to being knowledgeable, experienced, and confidential in all that I do. In addition to working with buyers and sellers, I am a licensed Instructor in Alabama and currently serve the industry on local committees including Professional Standards, Ombudsman, and MLS Board of Directors. Outside of real estate, I am President of the local American Cancer Society Board of South Alabama.

### Technology Used

RES.NET; Equator

### Counties Served

Mobile County, Alabama; Baldwin County, Alabama; Washington County, Alabama; Jackson County, Mississippi; George County, Mississippi; Harrison County, Mississippi; Green County, Mississippi

### Services Offered

REO, Short Sale, BPO, Valuation, Cash-for-Keys, CFK, Residential, Commercial, Resort, Luxury

### Accreditations

AHWD, CRB, CRS, CIPS, SRES, MRP, SFR

### Diversity Classification

WBENC Woman-Owned Small Business  
Certified WBENC National Women's  
Business Enterprise Certified Minority  
Owned Business: Woman

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[www.MarieDickinson.com](http://www.MarieDickinson.com) WEBSITE

## MELISSA JUSTICE



**Exit Justice Realty**  
439 Fieldstown Road  
Gardendale, Alabama 35071  
205.612.4578 PHONE  
205.285.8095 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2006 IN REO SINCE: 2008 SHORT SALE SINCE: 2009

### Bio

As a Birmingham native and seasoned real estate professional, I recognize and value the trust my clients place in me. My real estate career began in 2006, and since then I have helped over 500 families with their real estate needs. I believe that communication with the client is a key element to a smooth real estate transaction. Whether I am helping a buyer, seller, or an agent, I stress that knowledge is power, and I strive to make sure everyone has what is needed to make informed, successful decisions during this process. The real estate market is ever-changing, so I believe constant training is essential for success. When not working as a full-time real estate broker I am the mother of two wonderful children.

### Technology Used

Pyramid, Equator, RES.NET, P260. Text GEO sign to promote listings.

### Counties Served

Jefferson, Shelby, Blount, Walker, Cullman. I am knowledgeable in surrounding small counties and willing to help with your needs.

### Services Offered

REO, Investment, Resale

### Accreditations

e-PRO SFR

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[melissajustice.com](http://melissajustice.com) WEBSITE

## HUGH MORROW



**RE/MAX Preferred of Alabama**  
2 Office Park Circle, Suite 5  
Birmingham, Alabama 35223  
205.368.5500 PHONE  
205.879.7665 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1984 IN REO SINCE: 2007 SHORT SALE SINCE: 2009

### Bio

Our franchise opened in May 2006, and we are in a centrally located office park center convenient to both downtown Birmingham and surrounding suburbs and cities. Almost all of our staff are from this Central Alabama area. We are the only Alabama RE/MAX franchise representing HUD, Freddie Mac, VA, and USDA. I have over 14 years' experience with REO properties and manage our REO department on a day-to-day basis. We have a team of agents and experienced REO staff to market and communicate the details of REO properties. Our office successfully closes more than 150+ transactions per year. Our REO team has extensive experience in property preservation, where we work collectively with the vendors, in following within government, state, and local guidelines.

### Technology Used

HSC, Pyramid, Equator, VRM, REO Central, Buildium, Lonewolf

### Counties Served

Jefferson, Shelby, St. Clair, Tuscaloosa, Bibb, Blount, Talladega, Calhoun

### Services Offered

All residential and commercial real estate services to include property management

### Accreditations

VRM, RESNET, Equator

#### CONTACT ME ONLINE

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www.bppreferred.com WEBSITE

## NEAL THOMAS



**Minnie Lee Realty LLC**  
215 Richard Arrington Jr. Blvd.  
North, Suite 403  
Birmingham, Alabama 35203  
205.974.4830 PHONE

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2013 IN REO SINCE: 2014 SHORT SALE SINCE: 2015

### Bio

I have been a broker/agent for the past nine years and have been doing REO transactions since 2014. I handle REO listings from listing to closing. As a former director for an asset management company that holds around 50,000 REO and foreclosure assets and an active real estate broker, I have sold well over 10,000 properties in the past three years. Roughly 20 have been directly owned by one of my entities. Our firm is eager to work for REO clients to provide services in assisting them from listing to closing and selling properties. Our team of highly seasoned real estate professionals is dedicated to providing exceptional, personalized service for all of our clients.

### Technology Used

Vendor Resource Management, 54SD, Aspen Grove/Wells Fargo, Equator. RES. NET, Pyramid/Raine, REO CENTRAL, R.E Cascade, Xome, Auction.com, Prochamps, BidOnHomes, Dawson's Management

### Counties Served

Tuscaloosa, Jefferson County, Pickens County, Greene County, Hale County, Sumter County, Bibb County, Shelby County, Talladega County, Saint Clair County, Blount County, Cullman County, Walker County.

### Services Offered

REO listing and servicing, property preservation, BPO, prompt securing/debris removal, cash-for-keys, occupancy inspections, and property assignment.

#### CONTACT ME ONLINE

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## SHERI JONES

**Berkshire Hathaway Home Services Cooper & Co., Inc.**  
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# REO Red Book

MAKING  
CONNECTIONS IN

# ARIZONA



## POLLY BLACKWELL



**Mountain Sage Realty**  
1007 E. Mohawk Drive  
Phoenix, Arizona 85024  
925.360.1767 PHONE

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2003 IN REO SINCE: 2007 SHORT SALE SINCE: 2007

### Bio

My approach to business is to focus only on your priorities, wants, and needs, minus the "fluff." I will communicate transparently with you to ensure that you feel valued and empowered, yet confident about the decisions that need to be made. I operate on the principles of honesty, integrity, knowledge, and competency in the areas of my expertise. I am committed to absolute client satisfaction and would be honored to help you sell your property.

### Technology Used

I have designed streamlined systems and processes using cutting-edge technology to ensure accuracy and timeliness of each transaction so that it maximizes the net proceeds to the seller. Utilizing a CRM as the hub of managing all of the properties prevents tasks from falling through the cracks and integrates marketing and coordination of vendors.

### Counties Served

Maricopa and Pinal

### Services Offered

We provide timely and accurate marketing status reports including information on new comparable properties. CFK (Cash-for-keys): aggressive, experienced negotiation with occupants to minimize client expense.

### Accreditations

Associate Broker, CRS, ABR, SRES, CIAS, CHP, CDPE, CPRES, MRP, NHCBS, PSA, PPS, RENE, AHWD, e-Pro

CONTACT ME ONLINE

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[www.PollyBlackwell.com](http://www.PollyBlackwell.com) WEBSITE

## MARTIN GEORGIANNI



**West USA Realty**  
1850 E. Northrop Blvd. #170  
Chandler, Arizona 85286  
602.463.7374 PHONE  
602.463.7374 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1985 IN REO SINCE: 1998 SHORT SALE SINCE: 2008

### Bio

Martin Georgianni has been in real estate full-time since 1985 and has sold 700 plus homes worth over \$118 million. He has personally bought, sold, and managed over 50 properties for his own portfolio. Due to his investment interest, he was naturally drawn to the bank foreclosure arena, where he managed and sold in excess of 350 properties with a value over \$65 million. He excelled in this area primarily due to his excellent performance and attention to detail. Marketing and specialty REO services, including: heavy digital media advertising, investor marketing through direct mail, guaranteed 24-hour occupancy checks and weekly reporting,

### Technology Used

RES.NET, Equator, Pyramid, BidonHomes, Computershare, Video email

### Counties Served

Maricopa, Pinal

### Services Offered

BPO, Occupancy Status, Cash For Keys, REO Sales

### Accreditations

BPO (for both REO and third-party providers): guaranteed 48-hours-or-less turnaround for both driveby and full interior broker price opinions. All BPOs are performed by me personally to provide you with fast and accurate pricing of REO properties.

CONTACT ME ONLINE

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# TAMRA LEE ULMER



**Arizona Resource Realty**  
112 W. Bonita St.  
Payson, Arizona 85541  
928.978.5090 PHONE  
480.442.8617 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: AZ 1999 | IN REO SINCE: 2000 | SHORT SALE SINCE: 2006

## Bio

I have been listing and selling bank-owned, REO, institutional, and default properties for over 21 years and have established myself as a leader in the industry. I have successfully sold over 1,000 REO properties and have rehabbed a large majority of those. I have worked with over 65 banks, savings and loans, mortgage insurance companies, asset management companies, and other institutions. My team and I are well versed in all aspects of REO management, short sales, and default property management. Not all real estate brokers are created equal in the real estate industry; it requires years of specialized skills, passion, communication, team management, and understanding to be successful. My qualifications are proven, and I will get you results!

## Technology Used

RIO Genesis, Ebrokerhouse, Monday.com, FollowUpBoss, Quickbooks Online, Equator Member #812315046421201793, RES.NET Member #2460647337 -142879, Exceleras Member #1177156738tlm1101, Pyramid Member # Tamra Lee UlmerGold Member.

## Counties Served

Gila, Navajo, Apache, Yavapai, Maricopa, Coconino

## Services Offered

REO Listings, Short Sale, Deed-in-Lieu, Valuation, Market Analysis

## Accreditations

NRBA, REO Certified Specialist, CDPE, NCLMS, C-REPS, BPOR

## Diversity Classification

Women-Owned Business

### CONTACT ME ONLINE

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# RICHARD AMDAHL

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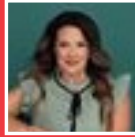
# REO Red Book

MAKING  
CONNECTIONS IN

# ARKANSAS



## KENDRA MURPHY



**Kendra & Co. Realty**  
1116 S. Walton Blvd., Suite #119  
Bentonville, Arkansas 72712  
479.236.4784 PHONE

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2003 IN REO SINCE: 2004 SHORT SALE SINCE: 2006

### Bio

Real Estate consultant specializing in Foreclosed home, Pre Foreclosure, Short Sales and Investing. I can help anyone looking to buy or sell a piece of real estate. Servicing the real estate community since 2003.

### Technology Used

Social media, proficient REO-related software and platforms, Apple phone, professional photographers when assets need the upper hand, extensive list for preservation needs

### Counties Served

Benton County, Washington County, Madison County, and Carroll County, Arkansas

### Services Offered

Selling REO assets, CFK, anything related to the disposition of assets

### Accreditations

CDRE, CRS, GRI, CDRS, SFR, RFC, At Home With Diversity, C2EX

### Diversity Classification

At Home With Diversity

CONTACT ME ONLINE

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KENDRA@KENDRA-CO.COM WEBSITE

## SAMUEL LARRY PETTUS



**Accord Realty**  
2784 Pleasant View Road  
Russellville, Arkansas 72802  
479.858.8045 PHONE  
479.858.8045 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2001 IN REO SINCE: 2001 SHORT SALE SINCE: 2001

### Bio

As a Certified REO Professional with over 20 years in the real estate business, I have personally handled sales of owner resale and foreclosures. I have sold properties at courthouse auctions and held personal property auctions. I can help you from first inspections to closings. My team will have your property vacancy check within eight hours. I have knowledge in construction and repair of these properties. I am a local area expert and will help you obtain the maximum profit in the shortest amount of time. We service Arkansas, so let me help you in anyway.

### Technology Used

Wise Agent for our database. Pruvan for photos if needed. Internet and videos.

### Counties Served

Pope, Johnson, Yell, Conway, Newton, Logan, Saline, Garland, Van Buren, Perry, Faulkner, Pulaski . These are primary but we serve any county in Arkansas.

### Services Offered

REO Listings, Short Sale, Market Analysis

### Accreditations

RES.NET, Dawson REO Certification

CONTACT ME ONLINE

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www.accordrealtyhomes.com WEBSITE

# ALLEN TRAMMELL



**Trammell and Co. Realtors**  
7009 Geyer Springs  
Little Rock, Arkansas 72209  
501.681.5850 PHONE  
501.681.5850 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1974 IN REO SINCE: 1980 SHORT SALE SINCE: 1990

### Bio

I was a previous Area Management Broker for the Dept. of Veterans Affairs (Arkansas) from 1980-2001 (privatized) and a property management broker for HUD. I am a multi-million-dollar producer, mostly for REO listings sold. We specialize in REO but excel in all services to customers and clients. I am a Certified Residential Appraiser in Arkansas. I was named Arkansas Realtor of the Year in 1992. I was Chairman of the Arkansas Real Estate Commission in 2015. I currently serve as the Vice-Chairman of the Arkansas Home Inspector Registration Board. We handle all aspects of REO, including inspections, lock-outs, re-keys, secure, BPO, sale, and closing.

### Counties Served

Pulaski, Saline, Faulkner, Jefferson, Garland, Hot Springs, Lonoke

### Services Offered

Any and all REO

### Accreditations

CRB, CRS, GRI

CONTACT ME ONLINE

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# KAREN WATKINS



**Arkansas Real Estate Solutions**  
923 Locust Ave.  
Conway, Arkansas 72034  
501.416.0254 PHONE  
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## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 20 IN REO SINCE: 16 SHORT SALE SINCE: 5

### Bio

Beginning my real estate career in 2001, I quickly found myself diving into educating myself on the foreclosure process. In 2004, I was a part of heading up an REO department for a local real estate company, growing our inventory to over 100 foreclosure properties. During this process, I continued to educate myself, and in 2015, I decided to open my company. Along with my daughter, we are now a Certified Women-Owned Business and Arkansas' top mother-daughter default resolution team. We love what we do, so hire the best! Put us to work for you.

### Technology Used

We use any technology available to work efficiently while on the road. Drone usage for incredible photos of our properties, hotspot to work wirelessly from the road to always be available.

### Counties Served

Faulkner, Conway, Perry, Van Buren, Cleburne, Pulaski, White, Lonoke, Garland, Saline, Hot Spring

### Services Offered

Residential, Commercial, Multifamily, Vacant Land; Sales, BPOs

### Accreditations

ABR, GRI, SFR, AHWD

### Diversity Classification

WBE Women-Certified Business

CONTACT ME ONLINE

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# LAVINNA WOOD



**Coldwell Banker Harris McHaney & Faucette Realtors**  
3589 N. College Ave.  
Fayetteville, Arkansas 72703  
479.200.0268 PHONE

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1994 IN REO SINCE: 20+ years ago SHORT SALE SINCE: 20+

### Bio

Associate Broker dedicated to REO with over 20+ years of proven experience. Currently handling Freddie Mac, VA, and many other companies. We have perfected the REO skillset that you demand for your clients and assets. I will do the job you need me to do, whether cash-for-keys or occupancy checks. I want to earn your business! I have learned to adapt to what the situation requires with our ever-changing real estate markets. My husband was in the Navy for 23 years. I have four grown children, one adopted from the Ukraine and one from Russia. The term "change" does not come as a challenge to me!

### Technology Used

Social media and whatever is required to market my properties

### Counties Served

Washington, Benton, Madison

### Services Offered

Cash-for-keys, occupancy checks, REO services

### Accreditations

SFR, GRI, ABR, CRS

### Diversity Classification

I have lived in many places and experienced many cultures after 23 years as a Navy wife and a parent of four children, including going to and adopting girls from orphanages in Russia and Ukraine.

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# REO Red Book

MAKING  
CONNECTIONS IN

# CALIFORNIA



## ROSS ABBASI

**Citizens Choice Realty**  
404 N. Mount Shasta Blvd. #352  
Mount Shasta, California 96067  
530.488.8181 PHONE  
530.918.8781 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1981 IN REO SINCE: 2007 SHORT SALE SINCE: 1998

### Bio

As a dedicated real estate broker, I am qualified to guide you in buying or selling single-family residential, commercial, and apartment buildings, ranches, and land. I have over 36+ years of experience and believe in using my skills in finance, contracts, negotiation, and marketing to your best advantage. My greatest privilege is to serve you and those that you care about. I bring a "Rock Solid" background to the table with a bachelor of science in electrical engineering (California State University, Los Angeles); Masters of Science in Electrical Engineering (California State University and Los Angeles). I have also completed numerous real estate classes involving investments, valuation, appraisal, and fully certified for BPO and REO, short sale and HUD.

### Technology Used

Word, Excel, Office professional, and software and hardware computer technologies, etc.

### Counties Served

Siskiyou, Shasta

### Services Offered

Listing, working great with buyers and sellers, in residential, investment, and commercial real estate

CONTACT ME ONLINE

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## CEDRIC AGE



**ACE Realty Cedric**  
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### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1987 IN REO SINCE: 1994 SHORT SALE SINCE: 2001

### Bio

2017 GAVAR Broker of the Year. 20+ years of REO experience. Five Star certified in REO and short sales. Over 500 REO properties listed and sold. I appreciate being valued by my peers and clients. Currently, I volunteer as a certified HUD Housing Counselor.

### Technology Used

Equator, RES.NET, Atlas REO, REOcentral, Top Producer, RealtyTrac, RIO, Genesis, LPS

### Counties Served

Los Angeles, Kern, Riverside, San Bernardino

### Services Offered

REO Listing, Short Sale, Deed-in-Lieu, Valuation, Market Analysis

### Accreditations

GRI, CRS

CONTACT ME ONLINE

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[www.ace4homes.com](http://www.ace4homes.com) WEBSITE

# BRENDA ALARCON



**Keller Williams Wine Country**  
2310 Guerneville Road  
Santa Rosa, California 95403  
707.953.3444 PHONE

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1985 IN REO SINCE: 2009 SHORT SALE SINCE: 1994

## Bio

MY CLIENTS ALWAYS COME FIRST!  
Lifetime Sonoma County resident, born and raised here. Committed to providing my clients with the highest-quality service and attention to detail. Your satisfaction is my guarantee. If you want a Realtor willing to work hard for you, who loves what they do, is very accessible, who will represent you with honesty, integrity, and a strong work ethic, then I am your agent. If you need help with deciding what improvements to make in order to market your home for the best possible price, then I'm the agent that can help you with those decisions of what is best for your home. Platinum Level Top Producer 2002, 2003, 2004, 2005, 2006.

## Technology Used

RES.NET, Equator

## Counties Served

Sonoma Marin

## Services Offered

CFK, Rekey, Trash-Outs, Board-Ups

## Accreditations

Agent Elite

## Diversity Classification

Women-Owned

CONTACT ME ONLINE

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www.brendaalarcon.com WEBSITE

# IRMA ARREGUIN

**Century 21 Everest**  
2901 N. Ventura Road,  
Suite 230  
Oxnard, California 93036  
805.443.8080 PHONE  
805.290.5855 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2000 IN REO SINCE: 2007 SHORT SALE SINCE: 2008

## Bio

I bring extensive knowledge to the real estate industry. My team provides unparalleled professional services and expedient solutions in all aspects of real estate. I have over 15 years' experience in the default industry and 17 years as a real estate broker. I have serviced HUD, Bayview, Chase, Premier Asset Services (Wells Fargo), American Home Mortgage Service Inc. (AHMSI) Power REO, SunTrustMortgage, GMAC ResCap, Wilshire, and other accredited asset management companies. Looking to provide you with the best service in inspecting, listing, marketing, positioning bank-owned homes in the market, using the best marketing techniques with the goal of netting the highest possible return on all assets. I strive to provide clients with the best service.

## Technology Used

RES.NET, REOTrans, DotLoop, ListHub

## Counties Served

Ventura County

## Services Offered

REO Marketing Specialist, Inspections, BPOs, Short Sales

## Accreditations

Graduate of the Realtor Institute (GRI), Cartus Broker Network, Default School training by ASPEN, Five Star Institute REO Certified, Five Star Institute Property Management Certified, Equator Certified REO and Short Sales, RES.NET REO Certified.

## Diversity Classification

None

CONTACT ME ONLINE

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www.TheArreguinGroup.com WEBSITE

# NANCY BEARD

**Real Estate Masters Group**  
951.712.4950 PHONE

## PROFESSIONAL EXPERIENCE

## Bio

QUALIFICATIONS: I have over 15 years' experience as a real estate professional in Beaumont. Extensive sales over the last 13 years, including residential and bank-owned properties. Past Centurion and quality award producer with Century 21. Member of N.A.R, C.A.R., and MRMLS. Appreciate working with other agents to achieve our goals. Prompt return call policy. Specialized marketing plan for all properties, including photos with slideshows. 24-hour upload of the property into the MLS. Homes featured on websites such as Google, Yahoo, and Trulia. Network of buyers and sellers from many years of service in the Beaumont area. EDUCATION: Foreclosure, REO, distressed property, short sale, and HAFA training. Technology trained to ensure tasks are completed quickly and correctly. PERFORMANCE: Occupancy checks, re-key and secure, 97% cash-for-keys success rate.

CONTACT ME ONLINE

nancybeard@me.com E-MAIL

# MAYRA BERUMEN

**Sync Brokerage**  
818.201.6988 PHONE

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: IN REO SINCE:

### Bio

I have been fortunate to succeed in real estate thanks to my exceptional customer service and work ethic. Bilingual in English and Spanish, I'm a great attribute to the city of Los Angeles. With over 10 years' experience in the real estate industry, I recognize and value the trust my clients place in me and I strive everyday to exceed their expectations. I can truly say that I look forward to providing exceptional service and I consider myself a highly qualified real estate professional.

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# JENNIFER BLAKE



**LuXre Realty**  
222 Avenida Del Mar  
San Clemente, California 92672  
949.463.0626 PHONE  
949.463.0626 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1987 IN REO SINCE: 1989 SHORT SALE SINCE: 2000

### Bio

I am a very successful, top-producing agent in Southern California. I have represented several hundred REO clients since 1989.

### Technology Used

SOCAL/MRMLS, CoStar, LoopNet

### Counties Served

Orange, Riverside, San Diego

### Services Offered

REO Listings, Short Sale, Deed-in-Lieu, Valuation, Market Analysis

### Accreditations

RES.NET Platinum, Equator REO Agent, REO Certified, Commercial Real Estate Certified. Five Star Master Certifications.

### Diversity Classification

Minority-Owned Business, Woman

CONTACT ME ONLINE

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# EDWARD BLAKELEY

**RAI Real Estate Group**  
7147602638 PHONE

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: IN REO SINCE:

### Bio

Eddie Blakeley is the founder and president of RAI Real Estate Group and Chelu Construction Inc. As a licensed broker and general contractor, Eddie and his team of agents and tradesman are able to assist from the beginning to the end of the REO cycle. This organization allows for seamless feedback loops throughout the occupancy check, cash-for-keys, lock changes, BPO / CMA reporting, maintenance / improvement work, and marketing for disposition stages. Having accounted for over 20M in just the past three years, Eddie and his team are well positioned to deliver results that maximize returns and mitigate losses for asset managers looking to dispose of properties throughout the Northern California region.

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# CAROL BLEVINS



**Platinum Realty Experts**  
1852 W. 11th St., Suite 504  
Tracy, California 95376  
209.740.9817 PHONE

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2015 IN REO SINCE: 2021 SHORT SALE SINCE: 2021

### Bio

Carol was previously an Information Technology Consultant for 20 years for Fortune 500 companies in Silicon Valley. She is a second-generation real estate agent. Her primary target market is the Tri-Valley and Central Valley. She formerly served on the Board for Real Estate Alliance of Livermore as the Co-Treasurer and Social Media Director, was a Planning and Zoning Commissioner in two states, and is involved in numbers Community Boards and Committees. She has recently formed her own brokerage, Platinum Realty Experts. She is recently CDPE Certified, continuously attends training, and brings a unique perspective to the real estate industry. Building successful teams that deliver projects on time, under budget, and within scope gives her the added-value skills needed to be one of the best in the business.

### Counties Served

Alameda, Contra Costa, San Joaquin

### Services Offered

Full-service from assignment to closing: BPO, determination of occupancy status, cash-for-keys negotiations, evictions, re-keying and securing of the property, repairs, and coordination of rehab

### Accreditations

Project Management Professional (PMP), Certified Distressed Property Expert (CDPE)

### Diversity Classification

Woman-Owned Business

CONTACT ME ONLINE

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# FEDERICO S BURGOS JR



**Vylla Home, Inc.**  
5026 Llano Drive  
Woodland Hills, California  
91364  
818.642.7897 PHONE  
818.642.7897 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1992 IN REO SINCE: 1993 SHORT SALE SINCE: 1994

### Bio

I am a highly motivated and experienced Realtor. I specialize in standard sales, short sales, REOs, first-time buyers, and repeat homebuyers. I have lived in the Los Angeles area since 1984 and have studied the real estate market trends and property values since I became a Realtor in 1992. I provide free comparative market analysis to sellers and free showings to buyers. I also offer free access to property listings to my clients. My background includes finishing up two Bachelor of Science degrees, employment as Mine Safety Engineer for seven years, and serving honorably in the U.S. Navy for 23 years, where I received a total of 19 awards, medals, and decorations. Attention to detail, discipline, and excellent negotiating abilities are the skills I have acquired from these past experiences.

### Technology Used

Equator, RES.NET, Hubzu.com, Xome.com, MLS, Facebook, Twitter, LinkedIn, Zillow

### Counties Served

Los Angeles County, Ventura County.

### Services Offered

REO, Short Sale, CMA, BPO

### Accreditations

GRI, Short Sale, REO

### Diversity Classification

Asian

CONTACT ME ONLINE

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# JASON CHAPMAN



**Keller Williams**  
1401 W. Rancho Vista Blvd.,  
Suite B  
Palmdale, California 93551  
661.209.2375 PHONE  
661.209.2375 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1991 IN REO SINCE: 1991 SHORT SALE SINCE: 1996

### Bio

Thirty years in the business. Listed, sold, and closed over 400 REO properties. I have worked with most major banks, asset management companies, hedge funds, etc. I have a full staff to support myself and the group I work with.

### Technology Used

All major platforms used. We use Follow Up Boss as our CRM.

### Counties Served

Los Angeles, Kern

### Services Offered

Full service including REO, short sales, residential, commercial, land sales.

CONTACT ME ONLINE

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[markchappell.com](http://markchappell.com) WEBSITE

# TIFFANY DALGIC

**Coldwell Banker Realty**  
301 N. Canon Drive, Suite E  
Beverly Hills, California 90210  
310.993.2612 PHONE

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2011 IN REO SINCE: 2011 SHORT SALE SINCE: 2011

### Bio

Tiffany Dalgic is part of one of the Westside's most respected and successful real estate teams, Essex & Harvey. Joyce Essex Harvey and Tiffany Dalgic bring over 40 years of real estate management, marketing, and sales experience to their clients and customers providing them with an unparalleled level of service and commitment. The Essex Harvey team has consistently been one of the top-performing teams in Los Angeles, closing more than \$750 million in sales in the last five years. It is rated among the top 1% of real estate agents internationally. Their respect and appreciation for the unique needs and priorities of their clients have earned them the loyalty of an extensive portfolio of both private parties and corporate clients.

### Technology Used

Collaborate 54, RES.NET, Equator, Pyramid Platform, REOMAestro, LPS Invoice Management (LoanSphere/Black Knight Financial Services), Exceleras/Dispo Solutions, Cascade/Solutionstar, REALTrans, CoreLogic iClear, NewInvoice, RealtyPilot, Aspen iAgent, iServe, Hubzu, AgentREOConnex, KeyLink Global, RealtyBid, LRES, Altisource, Precision AMC, PropOffers, Quandis Vendor Module

### Counties Served

Los Angeles

### Services Offered

Real Estate Sales, Short Sales, Corporate/REO Sales

CONTACT ME ONLINE

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EssexHarvey.com WEBSITE

# LAURA DIETZ



**Summit Realty**  
7875 Fulton Ave.  
North Hollywood, California  
91605  
818.987.7422 PHONE  
661.400.7422 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1989 IN REO SINCE: 1989 SHORT SALE SINCE: 1989

### Bio

Five offices in Los Angeles and Ventura County to service clients. Twenty-seven years experience as a broker. REO, residential, commercial, auctioneer, Certified Military Home Specialist, disaster specialist, probates, trusts, bankruptcy. SBA-Certified Women-Owned business servicing all Government Enterprises, asset management companies, and investment firms. Diversity compliant, providing 24-hour, seven-days-a-week service. Immediate emergency or task service available at no charge.

### Technology Used

RES.NET Pro Plus, Equator, Exceleras Pyramid

### Counties Served

Los Angeles and Ventura County

### Services Offered

REO Listings, Short Sale, Deed-in-Lieu, Valuation, Market Analysis

### Accreditations

Broker, Auctioneer, Certified Military Home Specialist, Probates

### Diversity Classification

Women-Owned Business, Diversity Compliant Certified, ADA

CONTACT ME ONLINE

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Everything4RealEstate.com WEBSITE

# JOYCE ESSEX HARVEY



**Coldwell Banker - Essex & Harvey Group**  
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Beverly Hills, California 90210  
310.922.7476 PHONE  
310.777.6375 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1986 IN REO SINCE: 1995 SHORT SALE SINCE: 1995

### Bio

One of the West Side's most respected and successful real estate professionals, Joyce Essex Harvey brings 30 years of real estate marketing experience to the Essex & Harvey team. A member of Coldwell Banker's International President's Premier and Society of Excellence, she is among the top 1% of real estate agents internationally. She is also a member of the Architectural Division of Coldwell Banker International. In addition, Joyce is a "Certified Woman-Owned Business" and a Certified Negotiator Specialist. Joyce has been ranked in the top 3 teams nationally for Coldwell Banker and she was ranked in the top 15 agents for Coldwell Banker in Southern California. Joyce has been one of the top agents in Los Angeles, closing more than \$650 million in sales in the last five years.

### Technology Used

Collaborate 54, RES.NET, Equator, Pyramid Platform, REOMAestro, LPS Invoice Management (LoanSphere/Black Knight Financial Services), Exceleras/Dispo Solutions, Cascade/Solutionstar, REAL Trans, REOExperts.net, NRT Gateway, CoreLogic iClear, NewInvoice, RealtyPilot, Aspen iAgent, My Land Home, ClaytonBPM, iServe, REOConnex/AgentConnex, KeyLink Global, RealtyBid, REO Source Advisors, LRES, Altisource/REAL Trans, Precision AMC, PropOffers, PROportal, Quandis Vendor Module

### Counties Served

Los Angeles

### Services Offered

Real Estate Sales, Short Sales, Corporate/REO Sales

### Diversity Classification

Woman-Owned Business

CONTACT ME ONLINE

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www.EssexHarvey.com WEBSITE

# MICHAEL FRIEDMAN

**Michael Friedman, Broker**  
1201 La Granada Drive  
Thousand Oaks, California 91362  
805.857.5328 PHONE  
805.370.1600 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1988 IN REO SINCE: 2008 SHORT SALE SINCE: 2008

### Bio

Licensed Real Estate Broker, Licensed Mortgage Lender/Broker. March 1988 - Present (34 years, four months). Thousand Oaks, California. Distressed Property Expert. Daily management of REO property functions: occupancy reports, cash-for-keys contracts, eviction administration, trash-out, repair bids. For: RES.NET, Lender Processing Services, Specialized Asset Management, and private investors. Manage the disposition of real estate-owned properties and to mitigate losses suffered by investors. Institute strategic marketing methods based on micro economic conditions, financing options, and local market indicators. Manage the process of selling foreclosed properties across Southern California. Research current market values and understand the microeconomic trends. Analyze relevant property data and determine the appropriate marketing strategy which results in the highest return to the investor. Mediate complex seller-broker-buyer negotiations. Execute contractual agreements with vendors, brokers/agents, buyers, governmental agencies and HOAs.

### Technology Used

RES.NET

### Counties Served

Los Angeles, Ventura, Orange, Kern, Santa Barbara

### Services Offered

REO, BPO, CMA

CONTACT ME ONLINE

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[www.notyournormalbroker.com](http://www.notyournormalbroker.com) WEBSITE

# SYLVIA GAFFNEY



**Desert Sands Realty**  
78000 Fred Waring Drive,  
Ste 205  
Indian Wells, California 92210  
7604127980 PHONE  
7606364981 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2010 IN REO SINCE: SHORT SALE SINCE: 20

### Bio

As the #1 Sales Agent for Desert Sands Realty, a premier brokerage exclusive to the Coachella Valley, Sylvia and her Team have won many industry awards over recent years but most importantly have won over the appreciation and loyalty of many satisfied clients. An acknowledged expert in the REO market Sylvia in September of 2010 was selected to facilitate the sale of HUD owned homes in Riverside county and continues to do so today. Sylvia also teaches real estate sales training and is fluent in both the English and Spanish language. She and her Team are grateful for the opportunity to provide you their very best professional services.

### Technology Used

Riverside

### Counties Served

Real Estate Sales

### Accreditations

Minority, Female

### Diversity Classification

Active

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# MICHELLE GONZALEZ



**RE/MAX College Park Realty**  
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Los Alamitos, California 90720  
562.572.5224 PHONE  
562.594.6753 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2005 IN REO SINCE: 2008 SHORT SALE SINCE: 2008

### Bio

We have six offices to serve you throughout Los Angeles and Orange Counties. Full-time office staff, seven days a week. We take a "boots on the ground" approach to selling your listings. Will secure and manage your property to help you minimize losses and legal exposure. Coached by several top industry leaders. Will treat your clients with respect and dignity to help them exit gracefully. We believe in continuing education to stay up to date on tenant rights, Section 8 laws, and the constant changes in real estate laws. Proactive approach when it comes to problem solving, anticipating problems and resolutions before they occur. Excellent communication skills, English and Spanish speaking. Top producer for RE/MAX.

### Technology Used

Pyramid, RES.NET, Equator, Exceleras

### Counties Served

Los Angeles, Orange, Riverside, San Bernardino

### Services Offered

REO listings, BPOs, proactive short sales, door-knock outreach, cash-for-keys, 360 virtual tours

### Accreditations

CDPE, SFR, REO Network, RES.NET certified, SRES, SFR, HAFA certified, Five Star Master Certification

### Diversity Classification

WOSB

CONTACT ME ONLINE

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[www.onestopREshop.com](http://www.onestopREshop.com) WEBSITE

# ROBERT GONZALEZ



**Modern Broker Inc.**  
4322 W. Harold Ave.  
Visalia, California 93291  
559.799.2330 PHONE

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1992 IN REO SINCE: 2006 SHORT SALE SINCE: 2007

## Bio

Modern Broker is selling REO properties in the Central Valley. We have an excellent understanding of the REO process, including BPOs, pricing, and the marketing necessary to accelerate the disposition of investor held assets in today's challenging real estate market. Modern Broker offers a full-service REO division with a managing broker, along with three qualified agents/employees who manage all aspects of REO disposition. We do all our own BPOs with extremely accurate price points that will get the properties sold in less than 24.5 day average for a time spanning the last two and a half years. I am the main contact for all our REO properties, so you will be dealing only directly with the agent that represents your assets. Our extensive experience allows us to accurately advise bank asset managers on their most valuable assets.

## Technology Used

Cloud services, Google Docs, DocuSign, Dropbox, offer management, task assignments

## Counties Served

Tulare County, Fresno County, Kings County.

## Services Offered

Property sales/marketing, quick occupancy checks, 24-hour turnaround on BPOs, marketing research/code violations, eviction/lockouts, timely, and accurate reporting.

## Accreditations

CA, RE Broker. REO Network. Equator Certified. REO Certified. RES.NET Certified. REO Boss Certified. NVSI BPO Certified.

## Diversity Classification

Certified Hispanic minority-owned business.

CONTACT ME ONLINE

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ROBERTGONZALEZ.COM WEBSITE

# PAULA GOODSPEED



**Goodspeed Group**  
16888 Nisqualli Road  
Victorville, California 92395  
760.662.4897 PHONE  
760.662.4897 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2005 IN REO SINCE: 2010 SHORT SALE SINCE: 2008

## Bio

Paula Goodspeed is a full-time broker with three assistants. Our business currently consists of 80% HUD/REO, but we also work standard sales by referral and are experienced in short sales and probate as well. I have been working with distressed properties since 2010. My team and I have worked 75 to 100 assets at any given time. Goodspeed Team has an extremely high success rate for negotiating cash for keys. Marketing the REOs with the same quality and marketability as standard listings. We pride ourselves on providing accurate BPOs for each asset in a timely manner. Moving properties with the shortest possible time and getting the top dollar for the market. Our main office is centrally located in Victorville the High Desert/San Bernardino county. Asset manager and client references are available upon request.

## Technology Used

Yardi, Pyramid Platform, RES. NET, Equator, Tour Factory

## Counties Served

San Bernardino, Riverside

## Services Offered

HUD, REO, Standard, Probate

## Accreditations

Master Certification Five Star, Academy, Including Regulatory Compliance, Legal Practice, Diversity and Inclusion, and Distressed Asset Disposition. Platinum Equator, SFR, Pyramid Platform, CA. At home with Diversity.

## Diversity Classification

Women-Owned Business

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ggre.biz WEBSITE

# MARCO HENRIQUEZ



**CENTURY 21 Amigo**  
950 E. Palmdale Blvd., Suite B  
Palmdale, California 93550  
818.269.7676 PHONE  
661.575.9500 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2003 IN REO SINCE: 2008 SHORT SALE SINCE: 2007

## Bio

Marco Henriquez is the Broker/Owner of CENTURY 21 Amigo, based in Palmdale California. Marco was named the 2014 Broker of the Year by the Greater Antelope Valley Association of REALTORS. He is very involved in the local community and has served as Palmdale Commissioner for the City of Palmdale. He was elected to the Palmdale Water District Board of Directors, where he served as Treasurer of the Board. He has also served in different local organizations such as the Antelope Valley Hispanic Chamber of Commerce, the Palmdale Chamber of Commerce, and the National Association of Hispanic Real Estate Professionals (NAHREP), Antelope Valley Chapter. Marco was named in 2021 to the NAHREP's Southwest Board of Governors. He serves in the National Hispanic Council of CENTURY 21.

## Counties Served

Los Angeles, Kern, San Bernardino

CONTACT ME ONLINE

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www.C21Amigo.com WEBSITE

# MONICA HILL



**MVP Real Estate & Investments**  
30141 Antelope Road  
Menifee, California 92584  
951.834.8687 PHONE  
951.834.8687 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1995 IN REO SINCE: 2000 SHORT SALE SINCE: 2000

### Bio

Monica Hill is the Broker/Owner of MVP Real Estate & Investments LLC. A small, woman-owned, minority-owned business, and serves as the current President of the California Association of Real Estate Brokers (CAREB). She has been licensed in California for more than 25 years and runs an extraordinarily successful team of certified, licensed commercial and residential real estate professionals known as "The Dream Team." Named one of Southern California's top residential and commercial investment real estate brokers, with her company completing over \$1 billion in residential and commercial sales. Some of her top achievements were being named as a "Top Producer" for marketing and disposing of more than 400 non-performing assets, as well as being awarded as a No. 1 BPO Brokerage.

### Counties Served

Riverside, San Diego, San Bernardino, Orange, Los Angeles

### Services Offered

Full Service

### Accreditations

RES.NET Certified, RES.Net Pro-Plus # 320327. EQUATOR Experience & Proficiency, Elite Agent #87354. VRMS Elite REO Broker Certified. Masters Certification Ⓓ Five Star. BPO Institute Certificate of Completion, "CBPS" Designation.

### Diversity Classification

Small Business, Small Disadvantaged Business, Women-Owned Business, Minority-Owned Business

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[www.dreamteamsells.com](http://www.dreamteamsells.com) WEBSITE

# CASLYN HUCK



**Never Settle Realty & Investment**  
5807 Topanga Canyon  
Woodland Hills, California 91367  
818.793.9104 PHONE  
818.231.4636 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2005 IN REO SINCE: 2007 SHORT SALE SINCE: 2007

### Bio

Broker/owner of Never Settle Realty. Born in Belize, Caslyn came to the U.S. as a young girl and was introduced to the real estate business by her father. Her passion is helping people achieve homeownership, and she actively participates in homebuyer seminars and is always expanding her knowledge in first-time homebuyer and down payment assistance programs. Caslyn has spent years building an experienced team of vendors to cover all needs with an emphasis on high-quality asset disposition. Follow-up, compliance, and communication are her most important traits, and she prides herself on a 97% list-to-sale-price average over her entire sales history. Over 17 years' experience in real estate and mortgage lending. Extremely knowledgeable of default properties and residential transactions, as well as small commercial and multifamily properties.

### Technology Used

Equator, RES.NET

### Counties Served

Los Angeles County, Ventura County

### Services Offered

REO Listings, Short Sale, Deed-in-Lieu, Valuation, Market Analysis

### Accreditations

Five Star Master Certification, RES.NET Certification, Short Sale Certified

### Diversity Classification

Woman-Owned and Minority-Owned

CONTACT ME ONLINE

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# MAUREEN IMMING



**OTSAR REALTY ENTERPRISE Inc**  
829 Rosemarie In Suite I  
Stockton, California 95207  
209-808-5165 PHONE  
2096101267 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2008 IN REO SINCE: 2005 SHORT SALE SINCE: 11

### Bio

Whether I am assisting a client in a traditional sale, a bank-owned home sale, or a short sale, I back my services with local knowledge, integrity, and dedicated follow-through. I offer uncompromising attention to detail, plus the power of a comprehensive plan, including innovative marketing strategies to get your property noticed and sold. I am a dedicated professional who does not lose sight of my client's goals. Asset managers looking for a knowledgeable broker to manage your REO, Short Sale properties, or complete, accurate BPOs. I have a Team of Special Agents who are ready to handle any task presented. I am Multilingual, and my agents are Bilingual. I look forward to earning and keeping your business.

### Counties Served

The entire Northern California region

### Technology Used

Res.net, Skyslopem, Wise agent CRM, CAR, MLS, GLIDE, DocuSign. My broker search, Facebook, Instagram, AR & VR

### Services Offered

Occupancy Inspections Cash for Keys Evictions Broker Price Opinions Re Key's Management of Field Services Monthly Reporting Photo Documentation Tenant Management HOA record retrieval M&I Estimates City Code Abatement Repair Estimates On

### Accreditations

REO Training/Certifications: Res.net, Equator, NVSI Val-U-Certified, Reo Pro Cert, REO Renegades, Mastermind Member, NMLS, CA-DRE

CONTACT ME ONLINE

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## KURT IULI-KINSEY



**Seahorse Properties, Inc.**  
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760.583.3987 PHONE  
858.848.5878 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1987 IN REO SINCE: 2007 SHORT SALE SINCE: 2010

### Bio

My name is Kurt Iuli-Kinsey and I have been a licensed agent in California since 1987. I have been a top producer, ranking in the top 1% of agents nationwide based on commission income since 1990 and have owned my own office and managed up to 17 agents since 2000. During the downturn in 2007, I was fortunate enough to have been onboarded by Countrywide Home Loans for asset disposition and from there worked with Downey Savings, US Bank, Old Republic Default, and other asset management companies assigned through Equator. My goal is to have open and regular communication with the asset manager, adhere to timelines for task completion, and obtain the highest and best price possible with the least amount of problems for my clients.

### Technology Used

Equator, RES.NET

### Counties Served

San Diego

### Services Offered

Asset disposition

### Diversity Classification

LGBTQ

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## JASON KIM



**Umax Realty**  
2271 W. Malvern Ave. #301  
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714.244.0142 PHONE  
714.725.7500 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2002 IN REO SINCE: 2002 SHORT SALE SINCE: 2007

### Bio

I have been a licensed real estate agent/broker for 20 years and have specialized in working with buyers and sellers of bank-owned properties, HUD, VA, foreclosures, and bank short sales. I currently list, sell, and provide BPOs on properties with a number of asset management companies. My goal is to continue building and expanding our relationships with banks and asset management companies across the nation and provide a top-notch system focused on systematic and efficient processes from start to finish on every BPO, listing, and/or property preservation service that our clients may need.

### Technology Used

RES.NET, Equator, Exceleras, Pyramid Platform, Vendorly Transact

### Counties Served

Los Angeles, Orange

### Services Offered

REO Listings, Short Sale, Valuation, Market Analysis

### Accreditations

Certified Master Distressed Asset Disposition, Certified VRM REO Leader, REOMAC

CONTACT ME ONLINE

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## CHRISTINA KNIAZEWCZ



**Beverly & Company, Inc.**  
2535 Townsgate Road,  
Suite 101  
Westlake Village, California  
91361  
818.497.8328 PHONE

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2008 IN REO SINCE: 2008 SHORT SALE SINCE: 2008

### Bio

Christina Kniazewycz is a highly dedicated, driven, and effective real estate agent with REO servicing experience since 2008. She is a highly motivated team player, possessing excellent leadership skills, contagious enthusiasm, and a deep-rooted passion for excellence. Please consider Christina for your next REO listing. You won't be disappointed with her strong problem-solving, negotiation skills, and ability to create win-win solutions.

### Technology Used

Equator, RES.NET, Pyramid Platform, Radian/RedBell, Exceleras

### Counties Served

Ventura County, Los Angeles County

### Services Offered

REO Listings, Short Sales, Residential Home Sales

### Accreditations

Pyramid Platform Certified, Equator Platinum Agent Certification

CONTACT ME ONLINE

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# ELAINE LANTERMAN



**Lanterman Realty**  
49699 Pacino  
Indio, California 92201  
760.880.1890 PHONE  
760.534.6129 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1997 IN REO SINCE: 2006 SHORT SALE SINCE: 2006

### Bio

We have an excellent understanding of the REO process, including BPO, pricing, and the marketing necessary to accelerate the disposition of investor-held assets. Lanterman Realty offers a full-service REO division with a managing broker, Elaine Lanterman, along with six qualified agents/employees who manage all aspects of REO disposition. We do all our own BPOs with extremely accurate price points. As the main contact for all our REO properties, you will be dealing directly with the agent that represents your assets. Our extensive experience allows us to bring you solutions and anticipate any problems or needs of the management and sale process. We have a dedicated asset manager contact which includes private cell phone, fax, and email. With more than 24 years of real estate experience and seven years working in the REO niche, my team and I are more than capable of handling all of your important business.

### Technology Used

RES.NET, Pyramid, Equator, EXOS, Dispositions-Exceleres, Track My Foreclosures, NADP Member

### Counties Served

Riverside and San Bernardino

### Services Offered

REO Sales and Marketing, Property Preservation, BPO, and Property Inspections

### Accreditations

Price Strategy Advisor (CAR), Residential Property Management (CAR), Foreclosure and Short Sale Specialist (NAR), RES.NET certified, NABPOP certified, Certified Probate Specialist (CAR).

CONTACT ME ONLINE

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# CECILIA LLERENAS MUTIA



**eXp Realty of California Inc.**  
27555 Ynez Road #110  
Temecula, California 92591  
951.491.3372 PHONE

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2006 IN REO SINCE: 2010 SHORT SALE SINCE: 2008

### Bio

Cecilia has been in the real estate industry for 16 years. Her expertise incorporates transaction sales, default/REO transactions, real estate finance, team management, and seller and buyer ongoing consultation and representation. She is a professional with excellent customer service, is very resourceful, and tackles any situation head-on. She is actively involved in helping short sale and foreclosure transactions. She contributes her success to her commitment to getting the best training, using the best strategies that work, utilizing the best use of technology tools, and more importantly, establishing client/business relationships. Her services are provided in English and Spanish.

### Technology Used

REO PLATFORMS: Equator, RES.NET, Pyramid, Accerlus, Bidsonhomes, Zillow, AssetVal, Clear Capital, PropertyRadar, REONetwork.

### Counties Served

Riverside County, Orange County, San Diego County, Los Angeles County, San Bernadino County

### Services Offered

Real Estate Consultation, Short Sale and Negotiation, BPO, Distress - REO Sales, Traditional Sales, Probate, Divorce Sales, Services offered English/Spanish

### Accreditations

VRM University NREO Amplified Training Certification. VRM Maintenance and Property Preservation Certificate (updating). iReal Estate Pro<sup>a</sup>\_ (ibuyer) Certificate. Certified Distress Property Expert (CDPE).

CONTACT ME ONLINE

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# MATTHEW MARTINEZ



**Diamond Real Estate Group**  
17603 Balsam Ave.  
Sonoma, California 95476  
707.888.3881 PHONE  
800.661.5080 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2009 IN REO SINCE: 2009 SHORT SALE SINCE: 2009

### Bio

My main focus is to provide a high level of service to a wide variety of institutional property owners and to be the single point of contact for all REO disposition needs. I have the experience, training, and educational background to fully appreciate the key factors of success in preparing BPOs and marketing REOs. I'm dedicated to shortening my clients' sales cycle and maximizing their return on foreclosed properties. I incorporate proven, professional state-of-the-art techniques, specializing in the preservation, marketing, listing, and selling of institutionally owned assets. I continually strive to provide top-quality service, knowledgeable and efficient responses, and a high level of practical experience to all my clients and customers.

### Technology Used

Equator, RES.NET, Pyramid, Atlas REO, REOcentral, Top Producer, RealtyTrac, RIO, Genesis, LPS, and iClear.

### Counties Served

Sonoma, Marin, Solano, Napa, San Francisco, San Mateo, Contra Costa, Alameda, Lake, Mendocino and Monterey Counties.

### Services Offered

Broker/Owner in California, Matthew and his team specialize in the complete management of preservation, repairs, trash-outs, utilities, HOAs, valuations, marketing, sales, and closings of corporate-owned assets, short sales, and REOs.

CONTACT ME ONLINE

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[www.diamonddgroupstates.com](http://www.diamonddgroupstates.com) WEBSITE

## ALIFONSO MENDOZA

### American Realty

511 E. Clinton Ave.  
Atwater, California 95301  
209.676.1819 PHONE  
209.676.1819 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2008 IN REO SINCE: 2008 SHORT SALE SINCE: 2008

### Bio

Currently hang my license with American Realty in Atwater, California. I have been in real estate since 2008 and specialize in helping buyers purchase resale homes, short sales, and REO properties. I have a strong background in computers, including hardware, software, applications, and now social networking. I specialize in both sellers and buyers and asset management companies, listing REO and short sale homes. In 2015, I sold \$17 million in volume. I am NAR Short Sales and Foreclosures Resource Certified as well as a Certified Distressed Property Expert.

### Counties Served

Merced, Madera, Fresno & Stanislaus

### Services Offered

Comparative Market Analysis, Digital or Print Photographs, Drive-By BPO, Occupancy Status Verification, Arrange Lock Smith Re-Key, Arrange Property Preservation, Detailed Repair Recommendations, Obtain Multiple Rehab Estimates, Coordinate Property Rehab, Coordinate Termite Repairs, Negotiate Cash-for-Keys, Email Communication, Establish and Maintain Utilities, Establish Monthly Maintenance, Weekly Property Inspections, Monthly Status Reports, Effective Marketing Plans, Multiple Listing Services, Monitor Escrow

### Accreditations

C-REPS. I am NAR Short Sales and Foreclosures Resource Certified as well as a Certified Distressed Property Expert (CDPE). Five Star FORCE REO and Short Sale Certified. Real Estate Negotiation Expert (RENE), Seller Representative Specialist (SRS), Accredited Buyer's Representative (ABR), Creative Real Estate Financing (CRS).Hispanic

#### CONTACT ME ONLINE

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## LANA MITSEVICH



### New Vision Real Estate & Investments

15456 Ventura Blvd Ste 400  
Sherman Oaks, California  
91403  
818.455.2323 PHONE

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2003 IN REO SINCE: 2008 SHORT SALE SINCE: 2008

### Bio

I was born and raised in Kiev, Ukraine at the age of 16 my parents and I immigrated to United States. I have lived in Los Angeles for over 30 years. I became a licensed real estate agent in 2003 and since then I have been doing what I am truly passionate about. I love working with people and to have an opportunity and trust of my clients to be involved in their home search or sale is a great honor. Honesty, dedication, and ability to adopt to ever changing real estate market has contributed to my success. In the beginning of 2022 I received my NMLS license and I am truly honored to be a part of such amazing industry.

### Counties Served

Los Angeles, Ventura, Orange, Riverside, San Bernardino.

### Services Offered

Real Estate Sales

#### CONTACT ME ONLINE

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newvisionamerica.com WEBSITE

## JIM NAULTY

### Newpoint Realty

616 Natoma St.  
Folsom, California 95630  
916.337.4969 PHONE

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2003 IN REO SINCE: 2003 SHORT SALE SINCE: 2003

### Bio

Expert at REO sales, over 19 years experience with some of the largest companies and asset managers. I love this job! With a constantly changing market, we need to think on our feet and use good common sense. I have had over 23 years in retail sales and know how to work with buyers/sellers and all kinds of people and scenarios. I am ready for any challenge.

### Technology Used

Microsoft Word, various MLS associations

### Counties Served

Sacramento, Placer, El Dorado, Yuba, Solano

### Services Offered

REO, short sale, inspection

### Accreditations

Lifetime outstanding Master Club member, FORCE Member, REO specialist

### Diversity Classification

SBA,DBE, veteran-owned

#### CONTACT ME ONLINE

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# JAMES PEREZ



**Own It Now Realty**  
740 El Camino Real #201  
Tustin, California 92780  
714.720.6642 PHONE  
714.720.6643 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 17 IN REO SINCE: 10 SHORT SALE SINCE: 10

### Bio

I am a real estate broker with extensive real estate experience in single- and multifamily residential. Representation of investment groups that purchased homes to renovate and sell for profit. Represented multiple buyers on the purchase of REO. I possess solid communication and interpersonal skills to establish and maintain rapport with asset managers. I'm a licensed real estate broker and have 20 years in the real estate and mortgage industry and I pride myself on excellent service, availability, being reliable, and picking up the phone. Office is centrally located to serve surrounding areas from Los Angeles, Orange County, Riverside, and San Bernardino. Our team is professional, responsive, and ready to take on any tough assignments. Looking forward to the opportunity to earn your business.

### Technology Used

RES.NET, Equator, Excelerad, Pyramid

### Counties Served

Orange County, Los Angeles, Riverside, San Bernardino

### Services Offered

REO sale and marketing, short sales, deed-in-lieu, modifications, market analysis, valuations

### Accreditations

CDPE, Equator - Agent Elite, USDA REO Certified, BK GLOBAL Certified, Residential Default Pro Certified (NAPD), HUD Certified

#### CONTACT ME ONLINE

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# MICHAEL PERRY



**Heritage REI**  
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Antioch, California 94531  
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925.209.0658 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2007 IN REO SINCE: 2009 SHORT SALE SINCE: 2010

### Bio

Since 2009, I have provided accurate BPOs, efficient sales of REOs, and accountability. I am an experienced REO agent with a business mindset and exclusive REO experience. I have vendors available for all REO services: rekey, winterizing, trash-outs, bid requests, HOA demands, and cash-for-keys negotiation. I pay for all utilities, HOAs, basic repairs, and services and submit for reimbursement, up to \$7,000 per property. I have vendors and team members in place with REO experience to deliver excellent service and to satisfy all task requirements and beat deadlines. Marketing includes professional photography and representation of the property's sales features. I provide a detailed presentation of your property to social media marketing channels and direct email to multiple Realtors via association boards and multiple open houses.

### Technology Used

RES.NET, Equator, Property Radar, Skyslope

### Counties Served

Contra Costa, Alameda, Solano

### Services Offered

REO Listings, Short Sale, Valuation, Market Analysis

### Accreditations

CDPE, CAR Property Management Master, VRMU BPO, VRMU Elite REO

### Diversity Classification

Women-Owned Business; Minority-Owned Business; Woman; Hispanic

#### CONTACT ME ONLINE

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# THEAUTIS PERSONS



**eXp Realty**  
425 Virginia St., Suite B  
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510.776.7727 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2005 IN REO SINCE: 2007 SHORT SALE SINCE: 2006

### Bio

As a husband-and-wife team with backgrounds in construction and counseling, we bring 17 years of combined real estate experience to the table. We not only survived but thrived in one of the most challenging real estate markets in recent history. In the process, we gained invaluable experience navigating all types of real estate transactions. From shorts sales and bank-owned properties to traditional sales and investment purchases, we have the knowledge base needed to help you achieve success in this market. We create individualized plans of action for each of our clients, and we are not afraid to take unconventional approaches in order to get the job done. We truly enjoy the process of assisting and educating our clients, and we take pride in our efficiency, our problem-solving abilities, and our solution-based mindset.

### Technology Used

RES.NET, Equator

### Counties Served

Solano, Napa, Alameda, Contra Costa

### Services Offered

REO Listings, Short Sale, Valuation, Market Analysis

### Accreditations

Short Sale Certified, REO Certified

### Diversity Classification

Minority-Owned Business

#### CONTACT ME ONLINE

tprealstate@gmail.com E-MAIL  
teampersonsexp.com WEBSITE

## ROBERT PITTMAN



**Fine Home Gallery Real Estate**  
7509 Chorus Ave.  
Roseville, California 95747  
916.234.0429 PHONE

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2004 IN REO SINCE: 2007 SHORT SALE SINCE: 2008

### Bio

Robert has 18 years of experience, with eight of those being active in REO. Licensed to practice real estate since 2004, Robert also holds the following real estate related certificates: Certified Probate Property Specialist, Certified Broker Pricing Specialist, Certified Real Estate Divorce Specialist, Certified Real Estate Negotiation Expert, Experienced Foreclosure Broker. The extremely calm, yet assertive, demeanor comes from Robert's education and experience in the funeral service industry, this experience assists him as a certified probate property specialist, making him more emotionally in tune with the needs of his clients.

### Counties Served

San Francisco County, Alameda County, Solano County, Sonoma County, Contra Costa County, Santa Clara County, Marin County, Napa County, San Mateo County, Placer County, Sacramento County, Sutter County, Yolo County, El Dorado County, Yuba County, Nevada County, San Joaquin County, Stanislaus County, Colusa County, Humboldt County, Glenn County, Monterey County

### Services Offered

Listing REO/bank-owned property, property management of bank-owned property, sheriff lockout, lock changes and rekeying for listings, board-ups for listings if necessary, BPOs

### Accreditations

Certified Probate Property Specialist, Certified Broker Pricing Specialist, Certified Real Estate Divorce Specialist, Certified Real Estate Negotiation Expert

#### CONTACT ME ONLINE

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## MARVIN REMMICH

### RAM Properties

701 St. George Road  
Danville, California 94526  
925.200.0799 PHONE  
925.837.0199 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1984 IN REO SINCE: 21 SHORT SALE SINCE: 21

### Bio

Marvin A. Remmich, CCIM, has been in the real estate business since 1974 and has consistently been a top producer. He helps his clients achieve their financial goals by implementing a personalized, consultative, transaction-specific approach to property sales, which is supported by the largest, most comprehensive commercial real estate services platform. Marv resides in the Greater Bay Area of San Francisco and assists clients with buying and selling real estate, owns and manages real estate in his own account, owns a real estate brokerage office, and has been involved in over 800 transactions. Marv earned his CCIM designation in 1986 and is a member of the Northern California CCIM Chapter. Highly trained and educated, Marv has a master's degree in finance from Golden Gate University.

### Technology Used

iPhone, iPad, desktop

### Counties Served

Contra Costa, Alameda, San Francisco, Solano

### Services Offered

Residential and commercial and self-storage sales and property management

### Accreditations

Broker/Owner, CCIM, ABR, CRB, CRS, e-PRO, GRI, RFS, Licensed General Contractor

#### CONTACT ME ONLINE

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## MARIA RICHARDS



**Real Living Prime Properties**  
78960 Skyward Way  
La Quinta, California 92253  
760.902.1761 PHONE

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2004 IN REO SINCE: 2009 SHORT SALE SINCE: 2009

### Bio

I am the owner of Real Living Prime Properties, a 51% minority-owned, woman-owned, small business real estate franchise located in Palm Desert, California. Highly motivated and enthusiastic Realtor with proven ability to sell in a changing market, with emphasis on HUD and REO properties and strong interpersonal communication skills. Fluent in Spanish. I have been a Local Listing Broker for HUD in California for the last 11 years, selling their inventory in the Riverside County/Coachella Valley area. I prepare BPOs, do inspections, and conduct monthly outreaches for agents, lenders, and buyers. Manage a team of five agents. Sold and managed HUD homes and bank-owned properties, prepared BPOs, inspections, conducted monthly outreaches for agents, lenders, and buyers. Sold REO assets for IndyMac, OneWest Bank, Bank of America, Chase.

### Technology Used

RES.NET Member 61555. Equator Platinum Certified. Yardi System

### Counties Served

Riverside

### Services Offered

REO Sales, BPO, Inspections

### Accreditations

SFR: Short Sale and Foreclosure Specialist. e-PRO: Technology Certification. RDCpro: REO Default Certified. Certified Foreclosure REO Instructor

#### CONTACT ME ONLINE

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# BRAD ROTH



**Pinnacle Estate Properties**  
24025 Park Sorrento #100  
Calabasas, California 91302  
818.693.2723 PHONE

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1998 IN REO SINCE: 2007 SHORT SALE SINCE: 2007

### Bio

Brad Roth is a top real estate agent at Pinnacle Estate Properties. He was recently inducted into the Pinnacle Estate Properties Hall of Fame. In 35 years, he is the 10th member to be given this honor. He studied psychology, communications, improv, and scene study while working as an actor for a number of years on shows such as Beverly Hills 90210 and Saved By the Bell. With his focus in Southern California residential real estate, he has sold over 400 homes, ranging from single-family and condominiums to luxury estates. When you walk into Brad's office, you will see it showered with awards and certificates that he has been honored with over these past 20+ years. Brad loves giving the knowledge back to those new agents that show promise.

### Counties Served

Los Angeles, Ventura

### Services Offered

REO, CFK

### Accreditations

Five Star, REO Trans, Equator, Pyramid Platform, Dakota

CONTACT ME ONLINE

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[bradrothgroup@gmail.com](http://www.pinnacleestateproperties.com) WEBSITE

# JEFF RUSSELL



**Russell Realty Group | eXp Realty**  
6 Centerpointe Drive,  
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La Palma, California 90623  
626.695.2576 PHONE  
626.583.4750 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 21 IN REO SINCE: 21 SHORT SALE SINCE: 21

### Bio

In addition to being a leader in the real estate market, Jeff is a former director for two esteemed non-profit national real estate organizations, NRBA (National REO Brokers Association) and NAHREP (National Association of Hispanic Real Estate Professionals). He is currently a member of USREO Partners. He is an eXp Realty Certified Mentor, and in addition to mentoring other agents in these programs and others, he is involved in donating his time for many charitable causes. Jeff has been featured in many real estate magazines and newspapers including the Los Angeles Times, Pasadena Magazine, and DS News. CEO and owner of Russell Realty Group, Jeff Russell started one of the largest independent real estate offices in Southern California.

### Technology Used

Taza REO

### Counties Served

Los Angeles, Orange, and Riverside County

### Services Offered

Very experienced REO Broker and former NRBA Director. We'll take your good, bad, or ugly assignments! We will make your life much easier while making you look great!

CONTACT ME ONLINE

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[www.russellrealtygrp.com/our-marketing-samples](http://www.russellrealtygrp.com/our-marketing-samples) WEBSITE

# ALFRED SAIZ



**All Encompass Realty**  
8280 Aspen St., Suite 185  
Rancho Cucamonga, California  
91730  
626.354.0764 PHONE  
909.251.0609 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2011 IN REO SINCE: 2012 SHORT SALE SINCE: 2012

### Bio

I am a 10+-year experienced distressed sales broker, successfully assisting with the disposition of REOs, short sales, and deeds-in-lieu. I also perform at a high level of standard sales in the retail sector of real estate. I have successfully assisted in the sale disposition of many REO assets with Mr. Cooper (Nationstar), BofA, and Wells Fargo, and I am a quick study if new platforms are introduced.

### Technology Used

RES.NET, Equator, Xome, Cascade, LPS

### Counties Served

San Bernardino, Los Angeles, Riverside, Orange

### Services Offered

REO Sales, Short Sales, Deed-in-Lieu

### Accreditations

Pyramid Platform Certified, SFR (Short Sales and Foreclosure Resource) Designation, FSA REO Master Certified, RES.NET Certified, Realtor, Broker

### Diversity Classification

Small business, Minority business, Hispanic-Owned Business

CONTACT ME ONLINE

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[www.aerealtors.net](http://www.aerealtors.net) WEBSITE

## ED SANCHEZ

RE/MAX Empower  
818.381.2047 PHONE

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: IN REO SINCE:

### Bio

Ed Sanchez is an agent and the Broker/Owner of RE/MAX Empower, a real estate firm located in Burbank. He was a Broker/Owner from 2007-2014 and managed a 10-person REO team consisting of himself, an Associate Broker, REO Coordinator, Transaction Coordinator, Billing Coordinator, field maintenance person, and four buyer agents. In his 22 years in real estate, Ed has been very involved with the REALTOR Association and is a three-time past President of the Burbank Association of REALTORS (2009, 2020, and 2021), and a California State Director for eight years. Having been fully immersed in the default side of real estate from 2007-2014, Ed has seen all market landscapes over the last two decades and has adequate knowledge to advise under any circumstance.

CONTACT ME ONLINE

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## FREIDA SANEI



Berkshire Hathaway  
HomeServices, Crest Real Estate  
1501 W. Magnolia Blvd.  
Burbank, California 91506  
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818.652.7770 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1980 IN REO SINCE: 1982 SHORT SALE SINCE: 1996

### Bio

Licensed Realtor/Broker Associate representing buyers and sellers of single/multi-family homes, condominiums, income properties, and land, achieving results in record time and always exceeding clients' expectations. Extensive experience with REO, 1031 tax exchanges, short sales, trusts, and probate sales. Result-driven professional with strong academic training in REO marketing and representing numerous financial institutions and third-party asset management companies since 1982 in Los Angeles, Ventura, and Orange Counties.

### Counties Served

Los Angeles County, Ventura County, Orange County

### Services Offered

Full service from assignment to closing: BPO, determination of occupancy status, cash-for-keys negotiations, commencement to completion of evictions, court appearances, re-keying and securing of the property, repairs, and coordination of rehabilitati

### Accreditations

Graduate REALTOR™ Institute. REO Default Certified Professional by Default School. Loss Mitigation Certified Professional by Default School. Certified Rent Escrow Account Program Specialist. Certified Home Retention Specialist by Titanium Solutions Inc. Certified Short Sale Specialist. Equator Platinum Certified Agent. Equator Platinum Certified REO & Short Sale Agent. Default Services University "Certified Default Services Professional Candidate" Certified Military Housing Specialist.

CONTACT ME ONLINE

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## ANGELICA SUAREZ



RE/MAX Estate Properties  
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Carson, California 90745  
310.261.7700 PHONE

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1989 IN REO SINCE: 1994 SHORT SALE SINCE: 1992

### Bio

As an REO agent since 1994, I have a proven track record of successfully collaborating with financial institutions and asset managers. Utilizing customer-oriented technology, we accommodate various investor requirements for communications, BPOs, and more. Our REO-specialized marketing program ensures assets are sold expeditiously and profitably. My qualifications and experience working with tenants and owner-occupants facilitate smooth and swift cash-for-keys agreements.

### Counties Served

Los Angeles and Orange County

### Services Offered

REO, Sales, Relocation, Short Sales, Property Management

### Accreditations

Equator Platinum REO & Short Sale, RES. NET, Pyramid, Dale Carnegie Training, RIO Genesis, Five Star FORCE REO & Short Sale, Default Services Professional, Distressed Property Expert, Investor Agent Specialist Certified, HAFA Specialist, REO Listing Agent Specialist, CRS Pro Program & SFR, Property Management, Military Housing Specialist

CONTACT ME ONLINE

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# RANDY THOMAS



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611 Lincoln Center  
Stockton, California 95207  
209.810.8830 PHONE  
209.955.2022 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1990 IN REO SINCE: 2001 SHORT SALE SINCE: 2006

### Bio

Over 17 years' experience in selling commercial and residential REO real estate and has been licensed in California for 30 years. Selling REOs and short sales for over a decade. I have closed hundreds of bank-owned properties. Have worked to make sure that all my REO clients get the best service available.

### Technology Used

RES.NET, LPS, Equator, Pyramid, iClear

### Counties Served

Sacramento County, San Joaquin County, and Stanislaus County

### Services Offered

Marketing, Sales, Property Preservation, Security Stabilization, Valuation Services, Trash-Outs, Loss Mitigation Services, Pre-Foreclosure Services/Analysis, Property Management

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# MICHAEL TSYPIN



**New Vision R.E. & Investments**  
15456 Ventura Blvd Ste 400  
Sherman Oaks, California  
91403  
323.599.0101 PHONE

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2007 IN REO SINCE: 2007 SHORT SALE SINCE: 2008

### Bio

I worked as a credit analyst and advanced into a managerial role in multiple fortune 500 companies. I eventually became a lender in 50 states for a mortgage lender. In 2007 I received my Real Estate Brokers license and started working with Coldwell Banker. In 2008 I Transitioned to my current job as Broker/Officer of New Vision Real Estate & Investments. Our specialties are REO, Short Sale, Bankruptcy, Probate as well as standard sales. I have a large team with a wide range of experience.

### Counties Served

Los Angeles, Ventura, Riverside, Orange, San Bernardino

### Services Offered

Real Estate Sales

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# CELESTINA URIARTE



**UR Investment Realty**  
445 Lexington Circle  
Oceanside, California 92057  
760.845.2390 PHONE

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2004 IN REO SINCE: 2008 SHORT SALE SINCE: 2008

### Bio

Here at UR Investment Realty, we understand what it takes to safeguard your asset. As a licensed Broker and Officer of UR Investment Realty, Celestina Uriarte, licensed since 2004, knows that selling REO homes requires a level of specialized knowledge and dependability that many real estate agents simply don't possess. Celestina manages an REO team that consists of a Broker Licensed Transaction Coordinator, bookkeeper, assistant, and rover agent. Celestina and her team have a combined 20 years of REO and short sale experience in Southern California and they service San Diego and Riverside County. Celestina is proficient in cash-for-keys, repair management, contracts, social media advertising, BPOs, organization platforms, and evictions. UR Investment Realty is registered with Equator, RES.NET, RR Review, Pyramid Platform, and many others.

### Counties Served

Riverside and San Diego

### Services Offered

Occupancy checks, rekey, organize repairs, property prep, utilities activation, initial services, evictions, weekly or monthly status reports

### Diversity Classification

Minority- and women-owned business

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# LISA VALENTINE

## Coldwell Banker

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 South Lake Tahoe, California 96150  
 775.292.0809 PHONE  
 530.543.3019 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1992 IN REO SINCE: 1997 SHORT SALE SINCE: 1997

## Bio

I am a full-time REO broker at Coldwell Banker, specializing in the management and sales of REO properties in the Lake Tahoe area in California and northern Nevada. I have over 28 years in the real estate industry with five years in property management and 20 years of REO experience. I am currently listing and selling REO properties for several asset management companies, as listed below. I have funds available to make emergency repairs and pay utilities on behalf of my REO clients. I am assisted by a staff of five administrative assistants, escrow coordinators, field inspectors, and buyer's agents. My team and I take great pride in delivering timely and accurate data to our corporate clients while striving to keep their carrying costs low.

## Technology Used

RES.NET, Exceleras.com, Pyramid, Equator.com, Iagent

## Counties Served

El Dorado, Placer, Alpine, Nevada (CA).  
 Douglas, Carson, Lyon, Washoe (Nevada).

## Services Offered

REO, BPO, Short Sales

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# NANCY VILLASENOR



## RE/MAX Gold Coast Associates

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 Ventura, California 93003  
 805.947.5025 PHONE  
 805.947.5025 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2004 IN REO SINCE: 2008 SHORT SALE SINCE: 2008

## Bio

Call me! I have over 16 years of real estate sales experience. I love working in real estate and worked for major banks during last REO market. I held accounts with Bank of America, Chase, Precision AMC, REO World, Green River Capital, and many others. I know what it takes to sell REO assets quickly. We have created systems that allow us to provide superior service to our clients, including Matterport 3D scans of home so you know true condition of home.

## Technology Used

I use Matterport 3D Walk Throughs on all homes. I own equipment so I complete a 3D scan pre-marketing and again at time of listing.

## Counties Served

Ventura, Santa Barbara, Los Angeles

## Services Offered

REO Listings, Short Sale, Valuation, Market Analysis

## Accreditations

MRP, e-Pro

## Diversity Classification

Women-Owned Business, Woman, Hispanic

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# MARIA ZUNIGA



## Equity Center Real Estate

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 Long Beach, California 90807  
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## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1997 IN REO SINCE: 2006 SHORT SALE SINCE: 2006

## Bio

Real estate broker with extensive experience in the process and management of distressed and equity sale properties. She came to her sales career after working as a real estate paralegal for a judicial foreclosure law firm in the early 1990s. Maria has been involved in management and disposition of over 1,000 properties for bank clients and Fannie Mae. Maria is a proven leader and results-driver broker with demonstrated effectiveness in managing people, systems, resources, and finances while meeting goals and achieving success in sales and marketing. She is a strong motivator with exceptional ability to understand human interactions, facilitate teamwork, build rapport, manage conflict, teach, coach, and counsel her team and colleagues. Maria's diplomatic approach has earned her trust and respect from her team and colleagues.

## Technology Used

RES.NET, Equator, LPS Desktop Invoice Management, REO Maestro, Procure One

## Counties Served

Los Angeles

## Services Offered

REO Listings

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## CAROL ANDERSON

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## SHARON FONSECA

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## NORMA ARGUELLO

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## SERGIO GUTIERREZ

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## MARK STONE



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## EDDIE FLORES

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## REGINA ALMINTAKH



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### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2003 IN REO SINCE: 2003

### Counties Served

Pueblo, El Paso, Las Animas

### Diversity Classification

Small Woman Owned-certified  
Minority Owned.

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## KEVIN GOOD

### Executor's Real Estate

26 W. Dry Creek Circle,  
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Littleton, Colorado 80120  
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### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1996 IN REO SINCE: 2007

### Bio

Through research, knowledge, and experience, Kevin Good and Executor's Real Estate has offered quality service and sound guidance to our clients. Executor's Real Estate can guide you through any real estate transaction. As a Realtor™ specializing in REO, probate, trust, and conservator real estate sales, he understands the process of settling an estate through probate and foreclosure. In addition to helping you sell your REO, probate, and trust properties, he can also provide broker price opinions or opinions of value to help personal representatives, estate planning attorneys, financial planners, and asset managers in estate valuations.

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# JAMIE GOODVIN



**RE/MAX Alliance Team Goodvin**  
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## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2005 IN REO SINCE: 2007 SHORT SALE SINCE: 2007

### Bio

Jamie knows the REO industry. She actively participates with the professional organizations of NADP (formerly REOMAC), NABPOP, and FORCE. She also serves as Chair for the Greeley Area of Realtors Association and VP of the Eaton Area Chamber of Commerce. Her ability to collaborate with contractors, property maintenance firms, government officials, title companies, banks, and attorneys is what sets her aside from the rest. If you're looking for constant communication and a Realtor that stays up to speed on continuing education and local government affairs, then Jamie is sure to impress. Being a Weld County native, Jamie is very familiar with the entire Northern Colorado region and takes pride in knowing the ins and outs of the entire area.

### Counties Served

Weld, Logan, Larimer, Adams, Morgan, Broomfield, and Boulder Counties

### Services Offered

REO listings, BPOs

### Accreditations

Five Star Master Certification, C-REPS, GRI, RCC, CNHS

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# JOSHUA LANDERS



**RE/MAX Traditions**  
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## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2005 IN REO SINCE: 2007 SHORT SALE SINCE: 2007

### Bio

I have been actively selling real estate for the past 17 years and specialize in the Northern Colorado market. For homebuyers, whether you are in the market for the first time or looking to upsize or downsize, I aim to make the process as streamlined and stress-free as possible. Once we have identified your property, we guide you through every step of the due diligence process, all the way to closing. Our seller services utilize the latest in online real estate marketing, complimentary home staging, and our broker and buyer networks, allowing your listing get top exposure. My REO services include: accurate valuations (BPOs), same-day occupancy checks, cash-for-keys negotiation, trash-out, clean-up, repair bids, weekly inspections, and more.

### Technology Used

RES.NET, Pyramid, Equator

### Counties Served

Boulder, Larimer, Weld, Denver, Adams, Broomfield

### Services Offered

REO

### Accreditations

GRI, CDPE, RES.NET Certified

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# CAROLYN REEVES



**Reeves Real Estate**  
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719.275.8100 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1972 IN REO SINCE: 2000

### Bio

I have been in real estate since 1972 and have seen many changes throughout the years. The past 15 years I have spent in the REO market and have managed assets for HUD, Fannie Mae, VA, and other private investors. I strive to achieve the greatest return for sellers in the shortest amount of time. Fremont County is where I have lived and worked for the past 28 years, and I can provide a high level of service to clients in this area.

### Counties Served

Fremont and Custer County

### Diversity Classification

Women-Owned Business, Veteran-Owned Business

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# MATTHEW REVITTE



**Pro Realty**  
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 Greeley, Colorado 80631  
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 888.776.3779 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1986 IN REO SINCE: 1986 SHORT SALE SINCE: 2000

## Bio

I have been in the real estate business for 37 years and am still going strong. I was doing REOs before REOs were cool. My staff of licensed assistants and I are available 24/7 to provide you with the unparalleled service you demand. I service all of Northern Colorado. "Some of us will do our jobs well and some will not, but we will all be judged by only one thing: the results" - Vince Lombardi

## Technology Used

RES.NET, Equator, Exceleras, Pyramid, Altisource, Xome, Premiere Aspen Grove, Red Bell, RRR, Servicelink

## Counties Served

Weld, Morgan, Logan, Larimer, Boulder, Phillips, Washington, Sedgwick, Yuma

## Services Offered

REO listing, BPOs

## Accreditations

NRBA, COPE, SFR

## Diversity Classification

NA

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# SHARANNE ROTHENBUCHER



**Keller Williams Performance Realty**  
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 Canon City, Colorado 81212  
 719.406.1141 PHONE  
 719-315-1304 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1997 IN REO SINCE: 2007 SHORT SALE SINCE: 2007

## Bio

Sharanne Rothenbucher started in 1997 as a property manager and investor. In 2007 she got her real estate license with a primary focus doing short sales and foreclosures. As an investment specialist she works with many investors, asset managers, and lenders with all facets of real estate. With Southern Colorado as her primary service area, she services the rural area including Fremont and 5 surrounding counties. Having experience from downtown commercial, farm /ranch, and residential properties she is well able to value current market and distressed pricing.

## Technology Used

CRM, Command, Both Apple and PC platforms, text, email, video conferencing, cell phone

## Counties Served

Fremont, Custer, Pueblo, El Paso, Chaffee, Teller, Park Counties in Colorado

## Services Offered

BPO, REO listings, Sales

## Accreditations

SFR- Short Sale Foreclosure Resource, BPOR- Broker Price Opinion Resource, GRI-Graduate Realtor Institute, RRC Social Media Certification, NABPOP- C-Reps

### CONTACT ME ONLINE

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ROB ARLETT



**Beach Bound Realty LLC**  
33195 Lighthouse Road, Suite 7  
Selbyville, Delaware 19975  
302.375.5039 PHONE

**PROFESSIONAL EXPERIENCE**

IN REAL ESTATE SINCE: 2007 IN REO SINCE: 2010 SHORT SALE SINCE: 2010

**Bio**

In pursuit of a dream and with total Faith, Rob moved his young family from Northern Virginia to the Delaware Beaches in January 2006. Rob jumped into the real estate industry by representing a national builder in the sales process. Rob was soon recruited by other builders and developers to represent them and help solve their growing challenges. Rob's business grew even more as he got involved with distressed properties. He launched his own real estate firm in 2010, with a name that was symbolic of his own personal journey and desire to be #BeachBound. Prior to entering into business and public service, Rob attended George Mason University and served in the United States Naval Reserve as an Intelligence Specialist, where he held a top-secret clearance.

**Services Offered**

Broker/Owner in Delaware and Maryland, Rob and his team specialize in the complete management of preservation, repairs, utilities, HOAs, valuations, marketing, sales, and closings of corporate-owned assets, short sales, and REOs. A team focused on re

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## KAREN M. BUCCI



**Coldwell Banker Realty**  
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Milford, Connecticut 6460  
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203.878.7424 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2002 IN REO SINCE: 2002 SHORT SALE SINCE: 2008

### Bio

I am a licensed real estate-owned (REO) agent with 20 years' experience. I recently joined Coldwell Banker Realty in Milford, Connecticut. I had previously worked as a Senior Agent with a real estate brokerage in Stratford, Connecticut that specialized in REO properties. I am also experienced in working in the retail sector with both buyers and sellers. I extremely well versed in the REO process, including but not limited to initial inspection, property preservation, relocation, eviction, BPO/MMR valuation, analysis of "as-is" versus repaired strategy, coordinating and monitoring partial/full repair of assets when needed and partner with appraisers, lenders, legal, inspectors, and other agents and brokers to successfully close the asset. I closed more than \$10 million of inventory over the last two years, including traditional sales, REOs, and intra and out-of-state relocations.

### Technology Used

Equator, HomePath, RES.NET, Pyramid, REOcentral, Cascade, Exceleras, LRES, XOME.com, Auction.com

### Counties Served

Fairfield and New Haven Counties, Connecticut

### Services Offered

BPOs, Property Inspections, Relocation Assistance, Repair Coordination/Oversight, Deed-in-Lieu, Short Sales

### Accreditations

SFR, Equator Certified Agent, Pyramid Platform Certified Agent, RES.NET REO Certified Agent

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## FRANK DANNA

**Statewide Premier Properties**  
Connecticut  
860.712.2888 PHONE

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: IN REO SINCE:

### Bio

I have been in the real estate industry since 1998. I have worked with hundreds of clients and closed even more properties. I have been a Broker/Owner for Statewide Premier Properties since 2016. I have been servicing REO properties including HUD, Fannie Mae, and many others for over 20 years.

## ROBERT DRAKELEY



**Drakeley Real Estate**  
186 Flanders Road  
Woodbury, Connecticut 6798  
203.605.0747 PHONE  
203.605.0747 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1997 IN REO SINCE: 2005 SHORT SALE SINCE: 2005

### Bio

REO broker in Connecticut. Current coverage is the full state of Connecticut. In-house contractors. Licensed as a real estate broker since 1997, worked as a mortgage broker from 2012-2016 in multiple states, with extensive knowledge in bank-owned transactions, experience in renovations of vintage homes and purchases of new construction. Over the 27-year career I have been involved with almost every kind of transaction. Active parent in the local schools with his two daughters in grammar and middle schools. Graduate of the University of Miami and Colorado University with studies in real estate, business, management. Member of Sigma Alpha Epsilon and the USTA. Local snowboarding instructor and music enthusiast.

### Technology Used

Windows Office, Equator, Pyramid Platform, Exceleras, RES.NET, CoStar, Loop-net, CT-MLS Statewide, Real Net MLS

### Counties Served

All Connecticut counties, including Litchfield County, New Haven County, Fairfield County, Middlesex County, Hartford County.

### Services Offered

REO, BPO, and Management Services

### Accreditations

e-pro, GRI, SFR, CDPE

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## JENNIFER RUSPINI

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### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2001 IN REO SINCE: 2005

### Bio

Jennifer was born in the British West Indies. She is an REO broker, representing banks across Connecticut. She has more than 15 years' experience in the default industry, as well as time as an auctioneer and experience in residential real estate, short sales, deeds-in-lieu, non-performing loans, property management, and resolution of troubled assets. She is also the only single-proprietor female REO brokerage in Connecticut. Since 2005, Jennifer has specialized in reviving under-performing assets. Jennifer's clients include local and national banks, institutional investors, and private investors. An experienced real estate broker, skilled in default, sales, BPOs, real property, and waterfront property. Strong real estate professional. University of New Haven Business Management. Jennifer has an account REO brokerage offering premier servicing for banks, outsourcers, and Wall Street hedge funds in their asset disposition.

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## GHEORGHE ZICHIL



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### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2007 IN REO SINCE: 2007 SHORT SALE SINCE: 2007

### Bio

REO Director/Owner, licensed in CT and NY. Independent company dedicated to REO with 14 years' proven experience. I have the financial capacity and supporting staff to handle a high volume of properties, I am an efficient and successful cash-for-keys negotiator, I am helpful with aiding occupants to relocate and find suitable housing. I provide same-day occupancy BPOs within 24-48 hours, 98% list-to-sale price ratio. I have great customer service and sales experience. I use state-of-the-art marketing tools. I offer great marketing program tools for every listing, personal website, 3D video tours, drone pictures of the home and neighborhood, high-definition pictures, social media marketing across every major platform, professional brochures, direct mail advertisements. I am fluent in Italian, German, Spanish, French, and Romanian. I go beyond expectations and always find a way to sell homes faster.

### Technology Used

Equator, RES.NET, DispoSolutions, REOTrans, LPS, PAS Portal, Aspen Grove, Lender Processing Services (LPS), CoreLogic, Vendor CafŽ, Pyramid Platform, RIO Genesis, Comutershare

### Counties Served

CT: Fairfield, Litchfield, Hartford, New Haven. NY: Westchester, Putnam, Dutchess, Orange, Rockland, Sullivan

### Services Offered

REO, Marketing, Property Management, Property Preservation, Security, Trash-Outs, Valuation Services, Short Sale, Loss Mitigation Services

### Diversity Classification

Women-Owned, Small Business Certification

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## STEVE RIVKIN

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## LACRISHA BUTLER

**ButlerCook Real Estate**  
District of Columbia  
202.422.6100 PHONE

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: IN REO SINCE:

#### Bio

Real estate broker for 16 years, specializing in residential and commercial real estate, property management, REOs, short sales, and a variety of real estate transactions.

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## LARRY DANIELS



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### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1997 IN REO SINCE: 1997 SHORT SALE SINCE: 2010

#### Bio

Twenty-five years of successful marketing of REO properties in Washington, D.C. and nearby Montgomery and Prince George's counties. Broker/Owner of Daniels Realty LLC, full-fledged real estate brokerage specializing in REO sales. Member of NRBA (National REO Broker Association), Member of NADP (National Association of Distressed Properties).

#### Technology Used

RES.NET Pro Plus ID# 21017, Equator ID#45714, Excecleras ID#4881, Pyramid Premium Platform Member 48142-1, Xome, REOcentral, RE-Cascade

#### Counties Served

Washington D.C., Prince George's, Montgomery, Anne Arundel, Howard

#### Services Offered

REO Listings, Short Sale, Deed-in-Lieu Valuation Market Analysis

#### Accreditations

GRI (Graduate of Realtor Institute), CDPE(Certified Distressed Property Expert), RDCpro, BPO Specialist, REO Specialist, SFR (Short Sale Foreclosure Resource), SRS (Seller Representatvie Specialist)

#### Diversity Classification

Minority-Owned Business, Black

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[www.washdcreobroker.com](http://www.washdcreobroker.com) WEBSITE

# PATRICIA OKOLO



**Windows Over Washington Realty Group**  
80 M. St. SE  
Washington, District of Columbia 20003  
202.210.0982 PHONE  
202.642.6342 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2003 IN REO SINCE: 2008 SHORT SALE SINCE: 2008

## Bio

While most preschoolers were preoccupied with play houses, toy cars, and dolls, Patricia's attention was often captivated by car rides around the city while helping her parents find a home. It wasn't until many years later, after attaining a university degree in finance, that this early fascination with houses bloomed into a full-time career in real estate. Her commitment to provide the best customer experience wherever possible, consistently translates into profitable outcomes, while her clients enjoy a stress-free time along the way. Patricia's dependable commitment to her clients is only matched by her strong, detail-oriented work ethic.

## Technology Used

RES.NET, Pyramid Platform, Equator, Exceleras

## Counties Served

D.C., Montgomery, Prince George's, Anne Arundel, Baltimore, Frederick, Alexandria, Stafford, Prince William, Loudoun, Fairfax, Arlington, Falls Church, King William, Prince George, Sussex, Northampton, Hampton, Chesapeake, Newport News, Norfolk, Richmond

## Services Offered

REO Listings, Short Sale, Deed-in-Lieu, Valuation, Market Analysis

## Accreditations

CDPE, EQUATOR, RES.NET Certified. GCAAR Recognition Award Bronze Winner.

## Diversity Classification

Women-Owned Business; Minority-Owned Business; Woman; Black

### CONTACT ME ONLINE

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# REO RedBook

## MAKING CONNECTIONS IN

# FLORIDA



# GARY ALTIZER



**EXP Realty**  
2521 Hideaway Lane  
Malabar, Florida 32950  
321.508.3612 PHONE  
321.722.3900 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2001 IN REO SINCE: 2005 SHORT SALE SINCE: 2007

## Bio

With over 21 years' experience as a licensed real estate broker-associate, I pride myself on having a passion to help homebuyers and sellers in the Brevard and Indian River County areas. I am a firm believer that you should only use a full-time agent who will dedicate all of their time and skills to you. The purchase or sale of a home is typically the largest financial transaction that most people make in their lifetime and should be facilitated by a seasoned professional. I hold multiple industry specialty designations such as Certified Residential Specialist; Graduate, Real Estate Institute; and Accredited Buyer's Representative. I am also a foreclosure and short sale expert, with extensive knowledge of bank-owned and distressed properties.

## Technology Used

iPhone, laptop, and desktop PCs

## Counties Served

Brevard County and Indian River County

## Services Offered

Listing broker, property management, buyer's broker.

## Accreditations

CRS, GRI, ABR, SRES, e-Pro, REO and RELO certified

### CONTACT ME ONLINE

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## CINTHIA ANE MCGREEVY



**Compass**  
9850 SW 4 St.  
Plantation, Florida 33324  
954.295.4207 PHONE  
954.295.4207 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2000 IN REO SINCE: 2003 SHORT SALE SINCE: 2004

### Bio

Cynthia Ane, a South Florida resident for over 40 years, has a solid reputation as an elite top producer with strong commitment to community involvement, knowledge of cutting-edge technology, creative marketing, and delivering individualized customer service. Unlike many high-end sales associates who focus exclusively on a specific market area or product, Cynthia Ane markets luxury single-family estate homes, luxury condominiums, and luxury waterfront and equestrian property home sites from Miami to Palm Beach County. She also works with foreclosure/distressed properties. Understanding most affluent buyers come to Florida seeking a "lifestyle," Cynthia Ane is able to show buyers different types of communities, developments, and residences throughout South Florida. Concentrating her efforts on high-end residential properties, Cynthia Ane believes in providing the highest level of first-class service to clients.

### Technology Used

Xome, Pyramid, RES.NET

### Counties Served

Dade, Broward, Palm Beach

### Services Offered

REO, Short Sale

### Accreditations

CRS, CIAS, Five Star REO, Five Star Short Sale, CDPE, ILHM, NAHREP, RES.NET, Xome, Real Trends

### Diversity Classification

Women-Owned Business

CONTACT ME ONLINE

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## BENJAMIN BAKER



**Realty Executives**  
3090 Charles Ave.  
Clearwater, Florida 33761  
727.543.2662 PHONE  
727.726.3333 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2014 IN REO SINCE: 2019 SHORT SALE SINCE: 2019

### Bio

I'm a full-time REO agent at Realty Executives, specializing in the management and sale of REO properties in Florida. I am assisted by a staff of one administrative assistant, one escrow coordinator, one field inspector, and one buyers agent. Together with my team, we have a collective 82 years of real estate experience. Selling your REO properties in a reasonable timeframe for the highest possible market price is the top priority for our team. All REO listings are advertised on Realtor.com, Zillow, Trulia, Craigslist, and numerous other internet sites. We provide weekly email marketing to local agents and our internal database of investors, buyers, and past clients. We also provide yard signs with our direct toll-free number, and host open houses, Realtor tours, and homebuyer tours.

### Counties Served

Hernando County, Hillsborough County, Orange County, Pasco County, Pinellas County, Polk County, Sarasota County

### Services Offered

REO full services firm for residential real estate: bank-owned, corporate-owned, bankruptcies, short sales

### Accreditations

USDA REO Broker Training, NABPOP, RES.NET Certified Agent, Everyday REO & Short Sale, REO Renegades, SFR, REO Agent, REO properties.

CONTACT ME ONLINE

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## ANGEL BARREIRO



**BRS Realtors**  
12925 SW 132 St., Suite 5B  
Miami, Florida 33186  
786.456.3668 PHONE  
786.456.3668 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 15+ IN REO SINCE: 13+ SHORT SALE SINCE: 13+

### Bio

BRS Realtors is currently selling REO properties in South Florida. We have an excellent understanding of the REO process, including BPOs, pricing, and the marketing necessary to accelerate the disposition of investor held assets in today's challenging real estate market.

### Technology Used

RES.NET - REO Certified Agent  
Equator Certified Agent

### Counties Served

Miami Dade County and Broward County of Florida

### Services Offered

Weekly property inspection service provided on bank properties. Accurate BPOs in 24 hours. REO listings.

### Accreditations

SFR - Short sale and foreclosure resource  
REO Certified Specialist  
Federation of REO Certified Experts

CONTACT ME ONLINE

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[www.brsrealtors.net](http://www.brsrealtors.net) WEBSITE

# MARIA BECERRA



## Cutting Edge Investments & Realty Inc.

7598 NW 86th Terrace,  
Apt. 201  
Tamarac, Florida 33321  
954.608.9378 PHONE

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2002 IN REO SINCE: 2008 SHORT SALES SINCE: 2008

### Bio

I was born in Cuba and came to the U.S. in 1961. Fluent in Spanish. University of Florida graduate Dec.1975, cum laude. Outstanding UF Female Graduate of my graduating class. I worked for Barnett Bank in commercial lending for 12 years. In early 2002, I found my passion was residential real estate. During the "Great Recession" of 2008, I worked REOs with another agent in RE/MAX. Responsibilities included BPOs, ensuring property was secured, utilities, cash-for-keys, obtaining bids for approved work, weekly property inspections and reports with pictures, marketing, communication as per AM preference, submission of complete offers, ensuring specific aspects of pending items were handled in a timely manner to ensure an "on-time" closing.

### Technology Used

Equator, RES.NET, Pyramid, Aspen Grove, Microsoft 365

### Counties Served

All of Broward County, southern Palm Beach and and northern Miami-Dade counties.

### Services Offered

REO listings, BPOs

### Accreditations

Five Star FORCE "Distressed Asset Disposition" Certified. CDPE - Certified Distressed Property Expert. GRI - Graduate of the Realtor Institute. NAR - At Home With Diversity. B.A. University of Florida 1975

### Diversity Classification

Hispanic, Woman

#### CONTACT ME ONLINE

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REO@search2sold.com



Cutting Edge Investments & Realty

# STACY BORGES



## Indian Springs Real Estate

5053 Highway 90  
Marianna, Florida 32446  
850.573.1990 PHONE  
850.482.1700 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1994 IN REO SINCE: 2009 SHORT SALE SINCE: 2003

### Bio

Cresh is the active full-time broker of Indian Springs Real Estate. He started his career in 1986 and obtained his broker license in 1988. In 1992, he received his Real Estate Appraisal license. He has served on the Jackson County planning commission since 1990, and the Jackson County Affordable Housing Advisory since 2008. He has had his Residential Building Contractors license since 1984, which helps us to determine what needs to be corrected for a sale. Stacy is an active full time REALTOR™ with Indian Springs Real Estate. She started her career in 1994 and obtained her real estate license in 2000. Stacy has been completing BPOs since 2008 and has been listing and selling REOs since 2009.

### Technology Used

RES.netAMP, Equator.com, REOnetwork, Pyramid Platform, HUD (PS260) active agents, i-aspen Agents, just to name a few.

### Counties Served

Jackson, Calhoun, Bay, Washington, Holmes, Gadsden, Liberty

#### CONTACT ME ONLINE

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## LORI CAMPBELL



**Allegiant Real Estate Group**  
 9040 Town Center Parkway  
 Bradenton, Florida 34202  
 941.685.3958 PHONE  
 941.685.3958 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1995 IN REO SINCE: 2008 SHORT SALE SINCE: 2008

### Bio

Listing REOs for over 14 years, I have learned the ins and outs of what it takes to not just list an asset but also how to manage the day-to-day operations. I often have to think outside the box to resolve an issue and be accessible at all times. I pride myself on a high percentage of CFKs, quick BPOs that are within 95%, and am thanked often by other Realtors for answering the phone when they call for assistance on REO properties. I understand that my team and I are the eyes and ears for your assets and we handle them like they are our own.

### Technology Used

Equator, Pyramid Platform, RES.NET, Yardi P260, 54sd, Exceleras, LPS

### Counties Served

Manatee, Sarasota

### Services Offered

CFK, BPO, VPR, trash-outs, marketing, REO listings, weekly inspections, evictions, repair bids

### Accreditations

FORCE certified, RES.NET certified, REO certified, Equator certified, BPO certified, CIPS, CRS, CDPE

### Diversity Classification

Women-Owned Business

CONTACT ME ONLINE

lori@loricampbell.com E-MAIL  
 www.LoriCampbell.com WEBSITE

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- » **Funds available to cover expenses for repairs and utilities**
- » **Sufficient staff to best service our REO assignments**



**Lori Campbell**  
 Broker/Owner  
 Allegiant Real Estate Group  
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 www.LoriCampbell.com

## JOSEPHINE CARPENTER



**Remax Aerospace Realty**  
 1790 Highway A1a, Suite 110  
 Satellite Beach, Florida 32935  
 321.243.4519 PHONE  
 321.243.4519 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2005 IN REO SINCE: 2007 SHORT SALE SINCE: 2006

### Bio

I have been in the REO business since 2007. At the height of the REO market, I handled an average of 35 listings a month, and I used various platforms outside of RES.NET and Equator. I am certified on both platforms. Task managed included: cash-for-keys orders and was 99.99% successful; evictions as needed; supervised property preservation, rekey, trash-out, walkthrough, lawn care, curb appeal, emergency repairs, and value-added upgrades; 24 BPO turnaround with photos; activated listing and completed monthly reports, personally completed property inspections after listing was made active; documented and communicated with AM or through their portal of all the activity and offers received, relayed confidential information as necessary; average DOM less than 34 days. Since 2009 I have been a member in good standing with the Five Star Institute (FORCE).

### Technology Used

Equator, RES.NET, Pyramid, LPS, SAMs, Consolidated Analytics, to name a few.

### Counties Served

Brevard. From time to time, I also list and sell listings in Indian River, Martin, and Palm Beach County (MLS member).

### Services Offered

REO, Short Sale, Bankruptcy Listings, Deed-in-Lieu, Valuation, Market Analysis.

### Accreditations

Five Star REO Certified, CDPE, NVSI, BPO Certified, Certified Bankruptcy, Probate Listing Agent. Certified Senior Relocation Assistant, Moms House, Graduate of RealEstate Institute, GRI. Working on CICM.

CONTACT ME ONLINE

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# IAN CLAUSEN



**Clausen Properties, Inc.**  
247 N. Collier Blvd.  
Marco Island, Florida 34145  
239.253.3321 PHONE  
239.394.1870 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1975 IN REO SINCE: 1975 SHORT SALE SINCE: 1975

## Bio

Ian Clausen joined Clausen Properties, Inc. in 2004, following a dynamic, 10-year sales career in companies such as Descartes Systems Group, the Aberdeen Group, and SemiXchange, Inc. He has been active in REOs, BPOs, etc. since 2005. Much of his experience lies in overseas markets, having built an interest in, and lived in, countries like Caracas, Venezuela; Richmond, Surrey (England); and Madrid, Spain. As a Broker Realtor, Ian currently focuses on new sales and rentals. He draws on family ties to Marco Island through the Deltona Corporation. His Father worked for the oldest and largest franchise Deltona had overseas, which sold the first 10 lots on Marco Island in 1965. Ian received his baccalaureate from Stetson University in Florida and has attended Harvard Extension School.

## Technology Used

RES.NET, Equator

## Counties Served

Collier and Lee

## Services Offered

REO, BPO

## Accreditations

Broker Associate, GRI

## Diversity Classification

Veteran-Owned

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# LUANN COLLINS



**Paragon Florida Realty**  
16470 Oakview Circle  
ALVA, Florida 33920  
239.494.0025 PHONE  
813.320.0573 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1995 IN REO SINCE: 2013 SHORT SALE SINCE: 2013

## Bio

Paragon Florida Realty is a full-service real estate company located in Lee County, Florida. Our team covers a broad area of the Gulf Coast Side of Florida. Experienced in relocation and REO properties. Broker/Owner Luann Collins has resided in Florida since 1984, licensed Florida Real Estate Broker since 1995, licensed Illinois Managing Real Estate Broker, graduate of Purdue University, University of South Florida, and the Institute of Supply Management. Experienced and award-winning, special attention is focused on the entire process of buying and selling. Our KV Core Management System and multiple advertising venues allow placement of listings in many digital locations, not just traditional MLS.

## Technology Used

RES.NET, RealtyTrac, Pyramid Platform Certified, KV Core, Reminder Media, Engage 121, SWFL Matrix, Stellar MLS System. Premier Agent Zillow. Realtor.com specific advertising.

## Counties Served

Primarily Gulf Coast Side of Florida

## Services Offered

Relocation, REO, Work With Buyers and Sellers

## Accreditations

Florida Licensed Real Estate Broker, Illinois Licensed Managing Broker, BS Purdue University, MS University of South Florida, Lifetime Purchasing Manager- Institute of Supply Management

## Diversity Classification

Sole Woman-Owned Business

CONTACT ME ONLINE

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# VERONICA CREGO FLORES



**Genstone Realty**  
14411 Commerce Way #305  
Miami Lakes, Florida 33016  
305.496.3699 PHONE

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2003 IN REO SINCE: 2008 SHORT SALE SINCE: 2008

## Bio

Veronica Crego-Flores started her career in the finance industry as an analyst for Citigroup Latin America. Her love for real estate began when she took a real estate finance course while getting her master's degree in business administration. After having her daughter in May 2004, she opened a title company. The company took off and at the height was closing over 250 transactions per month. When the market turned, Veronica decided to dedicate herself to real estate sales. In 2016, Veronica become a Broker. Over her 18-year real estate career, she has guided thousands of clients through the process of buying and selling homes. She has over 14 years experience managing REOs. Her key to her success has been a white-glove, hands-on approach, an amazing team, technology, and ongoing training to streamline processes.

## Technology Used

Pyramid Platform (veronica@genstoneerealty.com), RES.NET (ID: 310154), Equator, LPS Desktop, Yardi

## Counties Served

Miami-Dade, Broward and Monroe

## Services Offered

Evictions, Valuations, Repair Management, Cradle-to-Grave on Assets

## Accreditations

RES.NET AMP Certified

CONTACT ME ONLINE

veronica@genstonerealty.com E-MAIL  
www.genstonerealty.com WEBSITE

## THOMAS DAY

**EXP Realty**

1201 N. Federal Highway #2C  
Fort Lauderdale, Florida  
33304  
954.548.3700 PHONE

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2005 IN REO SINCE: 2008 SHORT SALE SINCE: 2008

### Bio

I have been a licensed agent since 2005. I have been managing and marketing REO properties for some of the country's largest lending institutions. I work with properties with values from under \$50,000 to over \$1 million. These REO properties include vacant lots, luxury properties, condos, single-family, and multifamily. Over 40 million in total volume. I am a Certified Real Estate Pricing Specialist and have completed over 1,200 BPOs. I have also closed many dozens of REO deals as a buyer's agent. I pride myself on accurate valuations, getting tasks done quickly, and successfully negotiating excessive code violation fines with area municipalities. Since 2021 I have been training agents to list and manage REO properties. Past customers include USRES, IServe, Skyhill REO, Integrated Asset Services, CoreLogic, Bank of America (Preferred Agent), Olympic Asset Management, Solutionstar, PMH Financial

### Technology Used

Equator, RES.NET, Pyramid

### Counties Served

Broward, Palm Beach

### Services Offered

REO Listings, Short Sale, Deed-in-Lieu, Valuation, Bankruptcy Sales

### Accreditations

Five Star Master Certification, EXP REO Certified, CREPS, Certified Luxury Home Marketing Specialist, Certified Probate Real Estate Specialist, CDPE

**CONTACT ME ONLINE**

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## VLADIMIR G. DIAZ

**Tri-County Florida Realty**

8181 W. Broward Blvd.,  
Suite 360  
Plantation, Florida 33324  
754.444.8864 PHONE  
954.557.8523 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1994 IN REO SINCE: 1999 SHORT SALE SINCE: 1999

### Bio

I have worked in the south Florida real estate market since 1994 and in the foreclosure market since 1999. I service both residential and commercial properties while specializing in REOs and short sales. I am experienced in the high-end REO market as well as affordable housing, and I am a certified property manager, a certification issued by IREM. I am committed to personal, one-on-one attention as well as current use of industry technology. Real estate is my business, and I take pride in keeping current in all aspects of the industry. Tri-County Florida Realty is the premier resource for all default services and REO real estate information and services in the tri-county (Broward, Miami-Dade, Palm Beach counties) south Florida areas.

### Technology Used

Aspen Grove, Equator, PAS Portal, REOTrans, RES.NET, CoreLogic iClear, Pyramid Platform, Realty Pilot

### Counties Served

Broward, Miami-Dade, Palm Beach, Martin, Saint Lucie

### Services Offered

REO Listings, BPO Valuations, Short Sales

### Accreditations

CCIM, CDPE, BPOR, SFR, CRB, CRS, CPM, GRI, C-REPS, Commercial BPO Broker, RES.NET, REOTrans, Equator Platinum, Equator Short Sale, Equator REO, HUD

### Diversity Classification

Minority-Owned Business, Hispanic

**CONTACT ME ONLINE**

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## JOSE R. FENTE

**Tropical Realty**

440 E. 9th St.  
Hialeah, Florida 33010  
305.827.2212 PHONE  
305.827.2212 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1982 IN REO SINCE: 1989

### Bio

Licensed since 1982. Began REO specialization in 1989. Founded and opened Tropical Realty, Inc. in Miami Lakes, Florida in 1998. Listed and closed over 2,000 REOs from 2008-2018. Past recognitions include having been named by the Wall Street Journal/Real Trends as the No. 1 Real Estate Professional in the state of Florida and top 10 Real Estate Professional in the Nation, by number of transaction sides closed. Recognized by the Miami Herald as one of the top 10 Power Brokers in South Florida. Surrounded by a staff of REO professionals with expertise in all aspects of managing and marketing corporate-owned assets.

### Technology Used

Equator, REOtrans, RES.NET, iAgent, Pyramid Platform, Auction.com, South Florida MLS

### Counties Served

Miami-Dade and Broward

### Services Offered

Listing Broker

### Diversity Classification

Hispanic

**CONTACT ME ONLINE**

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# LUIS GUZMAN



**Continental Realty**  
5979 NW 151 St., Suite 232  
Miami Lakes, Florida 33014  
786.499.6994 PHONE  
786.558.0888 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2005 IN REO SINCE: 2008 SHORT SALE SINCE: 2008

### Bio

Continental's goal is to effectively manage your assets and ensure the highest level of service. With a corporate structure mentality, Continental has systems implemented for task management, marketing plans, quality assurance, quality control, and emergency disaster plans. Our ability to anticipate and adapt allow us to advance in the REO race.

### Technology Used

RES.NET (ID#: 106089), Equator (ID#: 272261), PEMCO/Sugar, Yardi/HUD, Pymarid, Taza (Office Internal System)

### Counties Served

Miami Dade County, Broward County, Collier County

### Services Offered

We will always outperform your MLA requirements. We are corporate structured with systems for task management, marketing, QC, and emergency disaster.

### Accreditations

Five Star Master certified (Regulatory Compliance, Legal Practice, Diversity & Inclusion, Distressed Asset Disposition); RES.NET AMP Certified; VRM BPO Certified; CDPE PFS Mastery Certification; Pre-Foreclosure Specialist Certification; HAFA Specialist Certification; Fair Debt Collection Practices Act; Institute for Luxury Home Marketing Member

### Diversity Classification

State Certified Minority Business Enterprise

CONTACT ME ONLINE

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# MICHAEL HOO

**MAHOO Real Estate Solutions Group**  
20 SW 2nd Ave.  
Florida City, Florida 33034  
786.367.7705 PHONE  
786.367.7705 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 4/4/05 IN REO SINCE: 2008 SHORT SALE SINCE: 2008

### Bio

Received my first real estate licenses in 1978 after graduating from high school. Inactive status: 1980-2005. 2005-2008: Started selling REOs for Ocwen Loan Servicing and performing field services. 2008-2017: Sold REOs for Penny Mac, Computershare, Gregory Funding, Fannie Mae, and Wells Fargo. 2017-Present: Selling REOs for Wells Fargo and regular sales.

### Technology Used

RES.NET, Equator, Aspen Grove, Pyramid

### Counties Served

Miami-Dade County

### Services Offered

Sales

### Accreditations

REO certified, short sale certified

CONTACT ME ONLINE

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# EDWARD HRU



**eXp Realty LLC**  
1221 W. Colonial Drive, Suite 101  
Orlando, Florida 32804  
407.204.1111 PHONE  
407.721.2124 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1970 IN REO SINCE: 2000 SHORT SALE SINCE: 2010

### Bio

Ed and Patty (his wife) have averaged 160 REO properties sold each year for the past 10 years. Ed is a former builder, mortgage broker, and licensed real estate broker. Ed has an experienced staff for all tasking, inspections, and reporting. Ed has 52 years in the business of real estate and has enjoyed every second working with various different vendors such as Fannie Mae, Freddie Mac, VA, and many others. Some of his designations include CAM, CRS, CSP, SFR, GRI, CIPS, CPRES, RDCPro.

### Technology Used

Stellar MLS, app files, onsite and offsite data storage, drone capability.

### Counties Served

Orange, Seminole, Lake

CONTACT ME ONLINE

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# JUSTINE JIMENEZ GARCIA



**Countywide Properties Era Powered**  
 6431 Coral Way  
 Miami, Florida 33155  
 305.632.5523 PHONE  
 305.264.6660 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1996 IN REO SINCE: 2002 SHORT SALE SINCE: 2002

## Bio

Bilingual with vast knowledge of local market trends and conditions. Exceptional negotiation and marketing skills. Experienced working with banks, asset management companies, and investors in order maximize returns by saving time and getting it right the first time. Broker/owner of Countywide Properties Era Powered with a sales team of over 15 agents and a team of contractors for repairs.

## Technology Used

Pyramid Platform, Equator, RES.NET, Showingtime, Homes.com, Cascade

## Counties Served

Miami-Dade, Broward, Monroe, and Palm Beach

## Services Offered

BPOs, repairs, property management, cash-for-keys, vacant property registrations, trash-outs, marketing, real estate listings, utility services, monthly reports, weekly inspections, evictions

## Accreditations

Certified Residential Specialist, CRS Certified Distress Property Expert CDPE, Commitment to Excellence, C2EX, Military Relocation Professional, At Home With Diversity, Five Star, Distinctive Properties Specialist

## Diversity Classification

MBE, MInority/Woman-Owned Small Business, WBENC

CONTACT ME ONLINE

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# LARISSA JOHNSON



**1st Global Realty**  
 160 Cypress Point Parkway,  
 Suite C212  
 Palm Coast, Florida 32164  
 386.916.1209 PHONE  
 386.916.1209 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2002 IN REO SINCE: 2006 SHORT SALE SINCE: 10

## Bio

Distressed properties specialist covering all NE Florida region, managing a motivated team of multi-lingual professionals for vendor services, providing full real estate services and administrative support. Can service all of your REO needs, superceding current expectations and going the extra mile to ensure a successful partnership.

## Technology Used

Pyramid, LPS, Equator, RES.NET, LPS Desktop Invoice Management, Premiere Asset Services, Multiform

## Counties Served

Flagler, Duval, St. Johns, Volusia

## Services Offered

REO Listings, Short Sales

## Accreditations

SFR, CDPE

## Diversity Classification

Women-Owned Business

CONTACT ME ONLINE

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# JUSTIN KNOPS



**Real Estate Broker**  
 110 SW 12th St. #1901  
 Miami, Florida 33130  
 786.253.5697 PHONE  
 305.456.0418 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2009 IN REO SINCE: 2015 SHORT SALE SINCE: 2009

## Bio

Twelve+ years in the real estate field, which includes 6+ years in the REO/asset world. I opened my own brokerage in Downtown Miami (K&M Realty Group) and work the Miami Dade/Broward/ Palm Beach Counties. We specialize in residential/commercial/REO. Through my experience and training, we offer property management experience, investor flips, comprehensive CMAs for our investor clients, property maintenance and upkeep of REO inventory, weekly BPO valuations, and experience in property title work related to permits, liens, and any violations involved. I'm a current member with Xome, Dakota Asset Services, REO Network, and RES.NET Pro Plus member.

## Technology Used

Pyramid platform , Equator , RES.NET , Xome/Cascade , Servicelink , LRES, Dakota Asset Services , Rushmore, Sps servicing , HUD

## Counties Served

Pyramid platform, Equator, RES.NET, Xome/Cascade, ServiceLink, LRES, Dakota Asset Services, Rushmore, SPS Servicing, HUD

## Services Offered

Real Estate Services

## Accreditations

Certified REO Specialist

CONTACT ME ONLINE

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[JustinFloridaHomes.com](http://JustinFloridaHomes.com) WEBSITE

# TRACEY McCUE PAULSEN



**Berkshire Hathaway HomeServices Florida Network Realty**  
4190 Belfort Road #475  
Jacksonville, Florida 32216  
904.249.7211 PHONE  
904.249.7211 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2006 IN REO SINCE: 2012 SHORT SALE SINCE: 2008

## Bio

Terry McCue Real Estate Inc. was founded by my father, Terry McCue, over 50 years ago. He taught me to develop honest, fair business practices while contributing to the enthusiasm of the Jacksonville Beaches community. In 2018, we celebrated 50 years in the Jacksonville Beaches/Ponte Vedra Beaches, and Jacksonville Metro area. We have developed many niches over the years, including residential sales and leasing, commercial sales and leasing, vacant land sales, and development. My most recent accomplishment is merging my company with Berkshire Hathaway Home Services Florida Network Realty. The company's highly respected name not only falls hand in hand with the same principles, culture, and commitment to the community as Terry McCue Real Estate, but also shares the same desire to provide our clients with impeccable experience, exposure, and service.

## Technology Used

RES.NET, Equator, Pyramid, Exceleras

## Counties Served

Duval, St. Johns, Clay, Nassau, Lafayette, Flagler, Putnam, Dixie, Taylor, Gilchrist, Union, Alachua

## Services Offered

REO Listings, Short Sale, Deed-in-Lieu, Valuation, Market Analysis

## Accreditations

CDPE, CRS, CRES, SFR

## Diversity Classification

Woman

CONTACT ME ONLINE

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# DEBBIE McHARDY



**Coldwell Banker Realty**  
423 St. Armands Circle  
Sarasota, Florida 34236  
941.960.6099 PHONE

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2004 IN REO SINCE: 2022 SHORT SALE SINCE: 2020

## Bio

I am a real estate professional with Coldwell Banker Realty on St. Armand's Circle, Sarasota, in Florida, and I have 18 years' experience as a Realtor both in South Africa and in Sarasota/Manatee counties in Florida. I provide a full suite of best-in-class REO services and have ongoing, strong relationships with many key clients and investors, both in the USA and in South Africa. I am proficient with all aspects of real estate-owned property disposition and management. I work with a team of reputable and reliable local service providers to assist with proficient property management and disposition.

## Technology Used

LinkedIn, Facebook, Instagram

## Counties Served

Sarasota County, Manatee County, Pinellas County, Hillsborough County, Charlotte County

## Services Offered

Occupancy verification, BPO, REO dispositions, CFK, MMRs, eviction coordination, re-key, secure property, trash-out and maintenance, marketing, direct investor marketing, closing coordination, communication

## Accreditations

Certified International Property Specialist accreditation CIPS). Short Sale and Foreclosure Resource designation (SFR). Global Business Council of Sarasota (GBC) member. Member of National Association of Default Professionals (NADP).

## Diversity Classification

Women

CONTACT ME ONLINE

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# JAMES McPEAK



**McPeak Real Estate Firm Inc.**  
1463 Oakfield Drive, #122  
Brandon, Florida 33511  
813.938.9273 PHONE

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1986 IN REO SINCE: 2005 SHORT SALE SINCE: 2006

## Bio

I am an Air Force veteran with a Veteran Owned Small Business certification with the State of Florida. I have been a licensed real estate agent/broker in the real estate industry since 1986 in Hillsborough County. I am also licensed in the State of Kentucky, State of Alabama and the State of Indiana and I am a member of the National Association of Residential Property Managers (NARPM). My clientele include Dakota Assets, Bank of America, Freddie Mac, IndyMac, Land America, Goodman Dean, Fremont Investment & Loan as well as Channel Valuation. I am an REO certified agent for RES.net and am BK Global Listings certified. We are a full service brokerage with services including but not limited to: residential/commercial BPO's, loss mitigation services, pre-foreclosure analysis, property management using the AppFolio system, security, stabilization, trash outs, re-key, winterization & valuation services. We have systems in place to help us deliver excellent service for all task requirements and beat deadlines. I personally price all my listings for residential and commercial properties, vacant land, condos, multi-family as well as homes to be rehabilitated. Marketing of properties includes multiple pictures and excellent representation of all property's sales features to provide a careful, high quality and detailed presentation of your property to agents and the public.

## Technology Used

CoStar, MLS

## Counties Served

Hillsborough, Pasco, Polk, and Pinellas

## Services Offered

Residential Real Estate, REOs, BPO's, Property Management, Commercial Real Estate

CONTACT ME ONLINE

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## AARON MIGHTY



**Mighty Realty**  
54 E. Main St.  
Apopka, Florida 32703  
407.914.7799 PHONE

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2004 IN REO SINCE: 2007 SHORT SALE SINCE: 2006

### Bio

Aaron Mighty is the Broker/Owner of Mighty Realty, an independent, minority-owned full-service real estate brokerage serving all of Central Florida, Atlanta, Chicago, Columbia (South Carolina), Charlotte (North Carolina), and DC markets. We specialize in bank-owned REOs, traditional sales, landlord representation, and commercial sales and leasing. Our services include assisting banks and AMCs with real estate disposition, homebuyers with purchases, sellers with valuation and sale, shopping center management, and real estate consulting. Mighty Realty pledges to represent our clients with an unsurpassed level of customer service, confidence, and excellence in communication. We are more than "The Best name in the Business," and we'll prove it!

### Technology Used

Yardi, Pyramid Platform, RES.NET, Equator, Exceleras, LPS

### Counties Served

Lake, Orange, Seminole, Osceola, Polk, Volusia, Hillsborough

### Services Offered

Listing Agent, Cash-for-Keys, Second-Opinion BPOs, Property Inspections

### Diversity Classification

Minority-Owned Small Business, HUBZone

#### CONTACT ME ONLINE

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## TAMIKA MOSES



**Robin Bird Realty Inc.**  
2719 Hollywood Blvd.,  
Suite A-1486  
Hollywood, Florida 33020  
954.404.4646 PHONE  
954.404.4646 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2011 IN REO SINCE: 2011 SHORT SALE SINCE: 2011

### Bio

I am a native of Miami with over 18 years of combined experience in the real estate and mortgage industries. Armed with a master's degree in international real estate, I am serious and passionate about the industry. Throughout my extensive real estate career, I have overseen and managed numerous rehab projects for investors, sales, and listings on traditional properties, as well as handling the disposition of distressed commercial and residential properties. I have over 18 years' experience handling and negotiating short sales and foreclosures for a number of nationwide servicers, including PennyMac, Champion Mortgage, Chase, Seterus. I am the Managing Broker and Owner of Robin Bird Realty Inc. We are passionate about the real estate industry and we have the skills, knowledge and experience to get the job done.

### Technology Used

Costar, Crexi, RES.NET Pro Plus, Equator Platinum, Pyramid Platform, Exceleras, ReoNetwork, HUD, Xome, KVCore

### Counties Served

Broward, Miami Dade, Palm Beach, Martin, Saint Lucie, Collier

### Services Offered

REO listings, short sales, BPO valuations, repairs, property management, cash-for-keys, trash-outs, professional marketing, monthly reports, weekly inspections

### Accreditations

(MSIRE), (CDPE), (NADP), (SFR), (AHWD), (RENE), (CIPS)

### Diversity Classification

MBE, Minority- and Woman-Owned Small Business, NAREB

#### CONTACT ME ONLINE

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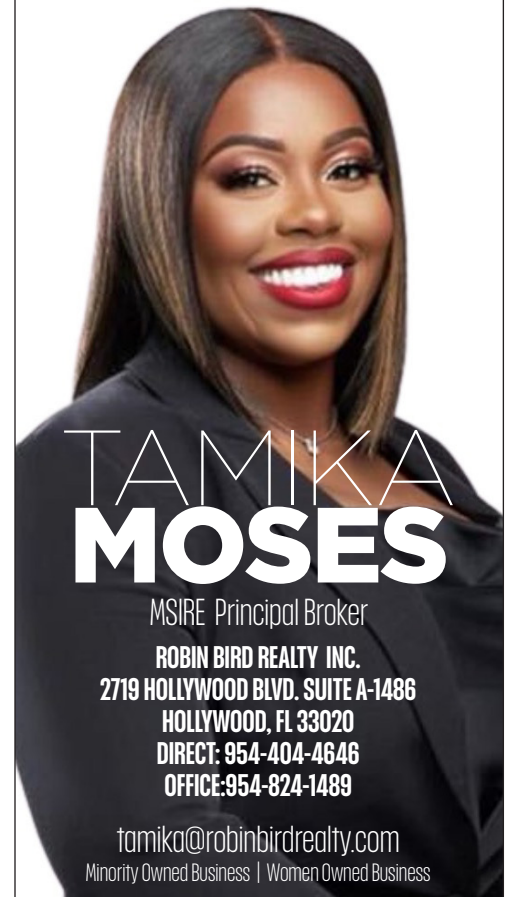
# SKILLS, KNOWLEDGE & EXPERIENCE TO GET THE JOB DONE



**Native South Florida Real Estate  
Professional with extensive experience  
working with the disposition of commercial  
& residential real estate assets.**

**As the Principal Broker of Robin  
Bird Realty, we have the skills and  
capabilities to get the job done.**

**Commercial and Residential REO Expert**



## TAMIKA MOSES

MSIRE Principal Broker

**ROBIN BIRD REALTY INC.**  
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DIRECT: 954-404-4646  
OFFICE: 954-824-1489

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Minority Owned Business | Women Owned Business

# WES NICHOLS



**Keller Williams Reserve**  
9 Country Road  
Boynton Beach, Florida 33436  
2024372017 PHONE

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1996 IN REO SINCE: 2010 SHORT SALE SINCE: 12

### Bio

Wes Nichols' successful career in residential real estate REO has been established for more than 25 years. His broad range of experience includes all aspects of the industry, from working with home buyers to listing property; from loss mitigation to short sales and REO. Originally a resident of suburban Washington, D.C., Wes maintains his real estate business there (D.C. and Maryland) while splitting time in Palm Beach County. Wes has been visiting South Florida for more than 30 years, where he and his family have owned various properties there and are now Florida residents.

### Diversity Classification

Active

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# STEVE NORRITO



**The Keyes Company**  
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786.255.4747 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1985 IN REO SINCE: 1992 SHORT SALE SINCE: 2007

### Bio

I have the Distressed Asset Disposition and CREO designation. I am also certified through the National Valuation Standards Institute. Member of the Miami-Dade County Board of Realtors. Five Star & NADP member. I have been practicing real estate for 37 years. I work in a team with two other Realtors, completing BPOs and obtaining REOs. I have a team of vendors that I work with to help me maintain and market the properties. I have been doing REO listings from 2007 to present. Average days on market is nine days. My cash-for-keys ratio is 99.5%, volume of REOs sold just over 400 since 2007, number of units 400+, over \$30,000,000 sold in REOs. I can do BPOs, property inspections, cash-for-keys, evictions, property maintenance, painting, handyman, landscaping, clean-out, trash removal, secure property; marketing and selling REOs.

### Technology Used

All social media platforms, REO platforms, drone

### Counties Served

Miami-Dade County, Monroe County

### Services Offered

Occupancy check, property inspections, cash-for-keys, listing, preservation, trash-out, sales cleaning

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# MIGUEL SORIA



**RE/MAX Advance Realty**  
11010 SW 88th St., Suite 200  
Miami, Florida 33176  
305.606.0517 PHONE  
305.606.0517 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1994 IN REO SINCE: 2004 SHORT SALE SINCE: 2006

### Bio

After successfully working in the technology industry for more than 20 years, I have integrated into my extensive knowledge and credits as a professional one more certification, that of a real estate professional. Born in the beautiful and splendid city of Buenos Aires, Argentina, I have become a top-producing sales agent from the first day I started my career in the real estate industry. My portfolio increases in sales every year. I speak fluent Spanish, English, Portuguese, and Italian.

### Technology Used

RES.NET, Equator, BidSelect, DispoSolutions, LPS Desktop Invoice Management, First American, AMP, Yardi, HUD Homestore, TenD, REOConnex, Olympus, ServiceLink, LRES, HomePath, Realty Pilot, Xome/Cascade Solutions, Radian/Pyramid, Propoffers.com, Fannie Mae,

AssetVal.com, Consolidated Analytics, Dakota Asset Services, Rushmore, SPS Servicing and more,

### Counties Served

Miami-Dade, Broward, Collier, Monroe, Hendry, Palm Beach

### Services Offered

REO Listings, Short Sale, Valuation, Market Analysis

### Accreditations

CIPS, CRS, AHWD, PSA, C2EX, CDPE

### Diversity Classification

Hispanic

CONTACT ME ONLINE

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## AL SPRY

### Beacon Real Estate & Associates

428 E. 5th Ave., Suite F  
Mount Dora, Florida 32757  
407.310.3064 PHONE  
352.253.9200 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2017 IN REO SINCE: 2017 SHORT SALE SINCE: 2017

### Bio

Born in New York City and now living in Apopka, Florida, Al Spry is a licensed Realtor/Broker in central Florida, serving commercial clients, residential clients, and investors. In 2018, Al was recognized as the Realtors of Lake and Sumter Counties (RALSC) Rookie of the Year! Al is the broker and owner of Beacon Real Estate & Associates.

### Technology Used

Stellar MLS, Lion Desk

### Counties Served

Lake, Marion, Orange, Seminole, Sumter

### Services Offered

All real estate services.

### Accreditations

Multi-million-dollar producer 2018, 2019, 2020. RALSC REALTOR Rookie of the Year 2018. MRP designated.

#### CONTACT ME ONLINE

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## GINA STEGER

### EXIT Real Estate Property Solutions

424 Luna Bella Lane, Suite 135  
New Smyrna Beach, Florida  
32168



386.547.2213 PHONE  
386.402.7909 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2006 IN REO SINCE: 2015 SHORT SALE SINCE: 2011

### Bio

I offer what you want in a Realtor: professionalism, dedication, and a personal commitment to making sure that you are 100 satisfied with your transaction. I am proud to be the Owner and Broker Associate of EXIT Real Estate Property Solutions. With my expert teammates, we make up an exceptional real estate team, dedicated to providing a high level of professionalism and results-oriented service. We combine the personalized service that you deserve with a diverse group of real estate experience. Our team has won many awards as a result of our satisfied customers and quality transactions and we are proud to be the No. 1 EXIT Team in Florida.

### Technology Used

LPS Desktop Invoice Management,  
Equator, RES.NET, Pyramid Platform

### Counties Served

Volusia, Flagler

### Services Offered

REO Listings, Short Sale, Deed-in-Lieu, Valuation, Market Analysis, BPOs, Repairs, Property Management, Cash-for-Keys, Vacant Property Registrations, Trash-Outs, Marketing, Real Estate listings, Utility Services, Monthly Reports, Weekly Inspections

### Accreditations

RES.NET Certified Agent, Resort & Second Home Property Specialist

### Diversity Classification

Woman-Owned Business

#### CONTACT ME ONLINE

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## PATRICIA TRUMAN

### RE/MAX Affinity

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Naples, Florida 34108  
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239.293.8228 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1991 IN REO SINCE: 1996 SHORT SALE SINCE: 2007

### Bio

I am a RE/MAX agent and have been licensed since 1989. I have worked in the REO market for the last 25 years. I am the recipient of multiple awards, including Top Producer, Top Listing Agent, Top Seller Agent, Centurion Awards, and Emerald Ruby and Diamond Awards. I have worked with property preservation and evictions. I have licensed contractors for re-keys, securing, properties, and trash-outs, and I have two full-time staff members to achieve what must be done in a timely manner. We are a full-service office, open seven days a week.

### Technology Used

DispoSolutions, Equator, FIS Desktop Invoice Management, RES.NET, REOTrans, Pyramid Platform, REOcentral, Equator, SingleSource

### Counties Served

Lee, Collier

### Services Offered

REO Listings, Short Sale, Valuation, Market Analysis

### Accreditations

SingleSource BPO Certified

#### CONTACT ME ONLINE

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www.affinityfl.com WEBSITE

# JAMES WADE



## Exit Realty Leaders

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Crystal River, Florida 34429  
352.527.1112 PHONE  
352.794.0888 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1999 IN REO SINCE: 2010 SHORT SALE SINCE: 2008

### Bio

EXIT Realty Leaders, a franchise of EXIT Realty International, has been owned and operated by Jim Wade and the Wade family since 1999. The Wades have been selling real estate in Citrus County for over 30 years! Our offices have agents that work from Citrus to Daytona Beach and all the counties in between. We belong to four different MLS's in the state. The Wade Team also owns Express Title Services with offices in Citrus County and Volusia County.

### Technology Used

Pyramid Platform, Dotloop

### Counties Served

Citrus, Hernando, Marion, Lake, Levy, Volusia, Sumter

### Services Offered

BPO, Listings, Repair Bids

CONTACT ME ONLINE

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www.exitrealtyleaders.com WEBSITE

# LEANNE WALKER

## Walker Realty Group Florida, LLC

110 Sullivan St #111  
punta gorda, Florida 33950  
9417874044 PHONE  
3039067826 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2004 IN REO SINCE: 2004 SHORT SALE SINCE: 150

### Bio

Originally from Colorado where I owned a real estate company for 15 years. My husband and I relocated to SW Florida in 2016. In 2018 we opened Walker Realty Group Florida, where I am a leading real estate broker with over 38 years experience selling all facets of real estate, including REO, New construction, and resale residential homes with current production exceeding \$15M per year. I have 18 years of HUD, REO, Short sale and BPO experience, and have worked with numerous national asset management companies. I own a boutique real Estate company in Downtown Punta Gorda with 15 agents. We are able to handle a large volume of REO assets with an experienced team.

### Technology Used

Charlotte, Desoto, Sarasota, Lee

### Counties Served

REO, Short Sales, BPOS, Reverse Mtg

### Accreditations

CDPE

### Diversity Classification

Active

CONTACT ME ONLINE

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# GERI WESTFALL

## Geri Westfall Real Estate

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Ormond Beach, Florida 32174  
386.852.0339 PHONE  
386.677.0870 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1998 IN REO SINCE: 2007 SHORT SALE SINCE: 2007

### Bio

With over 20 years of real estate experience, Geri Westfall is known as an industry veteran whose market knowledge has earned her a reputation for results and client loyalty. She raises the bar with her consistent sales of over \$20 million per year, as well as representing over a dozen banks and asset management companies in the disposal of bank-owned assets. Geri holds multiple real estate licenses and acts as both Broker of Geri Westfall Real Estate and Rent Me Homes Property Management. She is one of the leading real estate market experts in Daytona Beach and the surrounding areas, having been ranked, each year from 2013-2018, in the Top 25 Best Real Estate Agents in Florida & the Top 200 Best Real Estate Agents, nationally, by the Real Trends Group.

### Technology Used

NREOB, REOTrans, RES.NET, REOcentral, SAM, New Vista Asset Management, Keystone Asset Management, PennyMac, List Hub, LAMCONetwork, Meridian Complete Asset, Equator, AssetLink, LPS, IAS, ServiceLink

### Counties Served

Volusia, Flagler

### Services Offered

REO Listings, Deed-in-Lieu, Market Analysis, Writ of Possession, BPO

### Accreditations

Equator Platinum, NREOB, REO Connect, RES.NET, ServiceLink, IAS, Pyramid

CONTACT ME ONLINE

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## NANCY YIALOURIS



### Yialouris Group Realty

1 Alhambra Plaza PH#1090  
Coral Gables, Florida 33134  
305.441.2009 PHONE  
305.215.8891 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1995 IN REO SINCE: 1996 SHORT SALE SINCE: 2000

### Bio

Nancy Yialouris brings over 23 years of REO, BPO, and property management experience, specializing in all facets within the default realm of the real estate industry. Upon obtaining her real estate license in 1995, Nancy held the prestigious position of Relocation Director for one of South Florida's most successful Century 21 offices. Nancy swiftly implemented this profit center within the company and brought affiliations to the company via elite memberships to organizations, quickly generating over 1,000 new relocation clients within a few short months. Nancy introduced the default and valuation business to the company in 1996. Since then, through her involvement with organizations such as the NRBA, USREOP, NADP, and the Five Star Institute/FORCE, she owns and operates two offices, serving Miami-Dade County and the Tampa Bay area in the State of Florida.

### Technology Used

Cloud-based communications, DSLR cameras

### Counties Served

All of Miami-Dade and Pinellas County within the State of Florida

### Services Offered

REO and BPO

### Accreditations

CDPE, CMDA, DRM, A-REO

### Diversity Classification

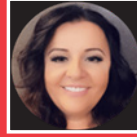
Hispanic, Woman-Owned Business

CONTACT ME ONLINE

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## HALINA ZDANOWSKI



### eXp Realty LLC

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Bradenton, Florida 34212  
708.790.3321 PHONE  
708.790.3321 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2003 IN REO SINCE: 2007 SHORT SALE SINCE: 2006

### Bio

I am a motivated, dedicated, and accomplished real estate professional with over 18 years' experience. I am detail-oriented and able to take initiative, prioritize multiple tasks, and manage workload. A resourceful team player with a can-do attitude, I have the training and educational background to fully understand the business model for distressed properties. I have an excellent understanding of the REO process, including BPOs, marketing, minimizing losses, protecting assets, and selling them in the shortest possible time. Servicing clients in Florida, Illinois, Indiana.

### Technology Used

CoreLogic, LPS Desktop Invoice Management, Equator, RES.NET, Pyramid Platform, Cascade, Zoom Meeting, Pruvan

### Counties Served

For Illinois: Will, Cook, DuPage, Kendall Counties. For Indiana: Lake, Porter Counties. For Florida: Manatee, Sarasota, Hillsborough Counties

### Services Offered

REO listings, short sale, valuation, market analysis

### Accreditations

FDCPA, Equator Platinum, NRBA Certification, Equator REO, Equator Short Sale, RES.NET, REOTrans, Fair Housing Act Certified, Harris Real Estate University, REO Specialist Designation

### Diversity Classification

Woman

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## JEFFREY CORRIOLAN

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## NICOLE EVASIOUS

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## SHARON HOLT

### Sydney Davis Realty

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## STEPHANYE JOHNSON



### Trinity Realty Services Group

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305.412.5184 CELL

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## CATALINA RESTREPO

CWR Enterprises of Florida and Commission Multiplier  
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cr@catalinarestorepo.com E-MAIL

## LISA SZETO

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Orlando, Florida 32819  
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# REORedBook

MAKING CONNECTIONS IN

# GEORGIA



## EDITH ANGELO



Angelo Properties Inc.  
174 Steven Drive  
Macon, Georgia 31210  
478.719.6818 PHONE  
478.475.9115 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1983 IN REO SINCE: 1999 SHORT SALE SINCE: 2015

### Bio

Angelo Properties Inc. is a full-service real estate firm with over 15 years of service in REO liquidation. We are on most platforms and can provide various services from beginning to end. This includes occupancy checks, eviction, trash-out, re-key, and BPOs. We are a full-service firm from list to sold. I have the knowledge, confidence, and trust you can rely on. Your business will be appreciated.

### Technology Used

Excel, Word, QuickBooks, Equator, Exceleras, RES.NET, HUD, PropOffers, Pyramid

### Counties Served

Bibb, Houston, Hancock, Jones, Monroe, Peach, Putman, Taylor, Twiggs

### Services Offered

Marketing list and sell

### Accreditations

Past president Mid GA MLS. NAR member. Middle GA Board member. Central GA MLS director, GRI member. Dakota training last four years at Five Star.

### Diversity Classification

Code of Ethics 2022

### CONTACT ME ONLINE

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THEFIVESTARINSTITUTE

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# KIMBERLI CLEMENTS



**Realtor**  
160 Hudson Drive NE  
Milledgeville, Georgia 31061  
478.456.2523 PHONE

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1996 IN REO SINCE: 1996 SHORT SALE SINCE: 2000

## Bio

I'm Kimberli Clements, better known as Kimi, and I'm proud to say that since 1996 I have been doing what I love! I have specialized in BPOs, REOs, and foreclosure work from the first year I was in business. From the time I entered this industry, I have consistently been a multi-million-dollar producer every year. When it comes to representing my clients, I believe that education is incredibly important. As a result, I have worked to receive several designations, including Accredited Buyer's Representation, Seller's Representation, Certified Residential Specialist, and The Graduate Realtor Institute. As a native of Milledgeville, I have a nuanced understanding of the market here. Family is everything to me, and that mentality carries over into everything I do.

## Counties Served

Baldwin, Putnam, Washington, Wilkinson, Jones, Greene, Hancock

## Services Offered

Residential sales, BPOs, foreclosures, short sales

## Accreditations

Realtor, ABR, SRS CRC, GRI, REO specialist, short sales specialist

CONTACT ME ONLINE

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[www.kimiclements.com](http://www.kimiclements.com) WEBSITE

# JOHN DANIEL



**Broadmoor Realty Company**  
3416 University Ave.  
Columbus, Georgia 31907  
706.249.1155 PHONE  
7062491155 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1976 IN REO SINCE: 1976

## Bio

Born in Montgomery, Alabama. Lived on a farm until military service. Received a BS degree in Agricultural Science in 1964 from Auburn University, Auburn, Alabama. Majored in animal husbandry and nutrition. Have attended various sale and financial training courses since college. Licensed Real Estate Broker in the states of Georgia and Alabama. Sole owner and broker of Broadmoor Realty Company, with offices in Columbus and Americus, Georgia. Former member of Buena Vista City Council. On state level, Marion and Schley County coordinator for the Governor's Office (Busbee and Harris) and a member of the State Consumer Advisory Board, Office of Consumer Affairs. Member of the Board of Directors of the Middle Flint Area Planning and Development Commission.

## Counties Served

Lee and Russell, AL; Chattahoochee, Harris, Marion, Muscogee, Schley, and Sumter, GA

## Services Offered

All real estates sales.

## Accreditations

Five Star, VA, Premiere, RES.NET, HUD, REO broker for 46 years

## Diversity Classification

Veteran, Veteran-Owned Small Business, HUBzone

CONTACT ME ONLINE

[reo@broadmoorrealty.biz](mailto:reo@broadmoorrealty.biz) E-MAIL  
[www.homesincolumbusga.com](http://www.homesincolumbusga.com) WEBSITE

# BRIANNE FELTON

**EXP Realty LLC**  
912.659.0641 PHONE

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: IN REO SINCE:

## Bio

With seven years of REO experience working with buyers, and five years of short sale experience coordinating with banks and homeowners, Brianne has a heart for real estate and assisting others in the process. As a broker, she educates all of her clients on the process of homebuying and selling; therefore, they can help someone else. Most of all, Brianne is a professional and expert in the field and she truly works for her clients. Brianne's military background is perfect as she understands the transitioning from duty station to duty station. Brianne has the following credentials: Accredited Buyer's Representative Military Relocation Professional Graduate, Georgia Real Estate Institute, At Home With Diversity, Sellers Representative Specialist, and Real Estate Negotiation Expert.

## Counties Served

Liberty, Long, Bryan, Wayne and Chatham

## Accreditations

REO Certified

CONTACT ME ONLINE

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# ART GARRISON



**Advance Equity Group**  
880 Marietta Highway,  
Suite 360-334  
Roswell, Georgia 30075  
404.435.6632 PHONE  
404.435.6632 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2003 IN REO SINCE: 2006 SHORT SALE SINCE: 2010

### Bio

Art Garrison is the CEO and Qualifying Broker for Advance Equity Group and AEG Property Management, as well as Qualifying Broker for Association Management Group. He earned his broker's license in September of 2006 after three years of HUD sales experience. Garrison lists REO properties for Wells Fargo and Chase Bank, as well as bankruptcy properties for BK Global.

### Technology Used

Aspen, Equator, ServiceLink, QuickBooks, Buildium, Elevate

### Counties Served

Fulton, Cobb, Gwinnett, Cherokee, Forsyth, DeKalb, Paulding, Bartow, Hall, Clayton

### Services Offered

REO, BPO, Short Sale, Bankruptcy

### Diversity Classification

Women-owned business

CONTACT ME ONLINE

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[www.advanceequitygroup.com](http://www.advanceequitygroup.com) WEBSITE

# CHAROLETTE HUDSON

**Vylla Home**  
6789385385 PHONE

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: IN REO SINCE:

### Bio

I am a top producer at Vylla Home. I was number one top seller in October 2021 out of 1,100 agents. I sold 60 plus homes in 2021. Member of GA Realtors Association and honored as top producer in 2021.

### Diversity Classification

Active

CONTACT ME ONLINE

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# KRIS KOLARICH



**Southern Classic Realtors**  
metroatlantaforeclosure@  
gmail.com  
181 10th Street, Georgia 30309  
404.483.5625 PHONE  
404.482.1965 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 22 IN REO SINCE: 2007 SHORT SALE SINCE: 2008

### Bio

Licensed as a full-time Realtor in Georgia since 2001. I have sold thousands of REO homes throughout my career for the GSEs, big banks, hard-money lenders, and most of the current and past asset management companies. I know the market and values well, which means the BPOs and values will be on point for you and your team to get top dollar. I have a handful of builders, contractors, and vendors for preservation or to finish off any projects to maximize your returns. I know the main goal is to sell assets for the most money possible and with the least amount of hassle. Over 15 years in dealing with default and REO sales means an efficient, professional, and confident choice.

### Technology Used

Equator, RES.NET, Pyramid, Exceleras, LPS, Ebrokerhouse, Microsoft Office

### Counties Served

DeKalb, Fulton, Rockdale, Cobb, Douglas, Herny, Clayton, Gwinnett, Meriwether, Coweta, Troup, Spalding, Fayette

### Services Offered

REO, BPO, Short Sale, Occupancy, Trustee, and Bankruptcy Sales

### Accreditations

Five Star Certified in REO & Short Sale, CDPE, bankruptcy and trustee certified with BK Global, CCIM courses, LPS, RES. NET Pro

CONTACT ME ONLINE

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[www.southernclassicrealtors.com](http://www.southernclassicrealtors.com) WEBSITE

## JENNIFER MARTIN



**Keller Williams Realty**  
5780 Windward Parkway  
Alpharetta, Georgia 30005  
470.258.5315 PHONE

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2006 IN REO SINCE: 2008 SHORT SALE SINCE: 2009

### Bio

As an REO specialist, I have listed and sold 100+ REO homes since 2008. I am licensed in Georgia and California and am a broker associate/Realtor with Keller Williams Realty in Alpharetta, Georgia. My team is Affinity Real Properties Group. I am a top agent in my office and was one of the top agents in the entire Southeast Region for June 2019 at Keller Williams. I was also recently featured in Georgia's January edition of Top Agent Magazine. I have completed hundreds of BPOs. I have a complete REO team to service my REO listings. My team is reliable, diligent, and responsive. I am the main contact person for all of my listings and make sure my clients always reach me directly by phone.

### Technology Used

DocuSign, Dot Loop, Remine

### Counties Served

Fulton, Forsyth, Cobb, Cherokee

### Services Offered

REO Listings, Short Sale, Valuation

### Accreditations

Short Sale and Foreclosure Specialist

### Diversity Classification

Women-Owned Business; Woman

CONTACT ME ONLINE

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[www.AffinityRPG.com](http://www.AffinityRPG.com) WEBSITE

## HUBBARD POPE

**Sheffield Realty Group**  
1400 Memorial Drive, Suite 132  
Mableton, Georgia 30168  
404.226.5281 PHONE

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1997 IN REO SINCE: 2000 SHORT SALE SINCE: 2002

### Bio

Specializing in solutions that will maximize return and recovery for your non-performing assets while minimizing holding costs. Our full range of services are designed to reduce your cost and save you time throughout the disposition process. My team of REO specialists are committed to unparalleled service and profitable results. Providing peace of mind for REO disposition in the Metro Atlanta area.

### Technology Used

Equator, Pyramid, Genesis, and RES.NET

### Counties Served

Cobb, Fulton, Dekalb, and Clayton

### Services Offered

Loss mitigation, pre-foreclosure services/analysis, property preservation, security, trash-outs, valuation services

### Accreditations

CREO, RES.NET certified agent. Member in good standing: First Multiple Listing Service. Member in good standing: Georgia Multiple Listing Service

CONTACT ME ONLINE

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**Sheffield Realty Group** WEBSITE

## ANGELA POWELL



**Exit Team Realty**  
576 W. Oglethorpe Highway  
Hinesville, Georgia 31313  
912.977.5300 PHONE  
912.977.5300 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1993 IN REO SINCE: 1999 SHORT SALE SINCE: 1999

### Bio

I am an Owner/Realtor and REO agent with 28 years of real estate experience in the Hinesville, Savannah markets. My staff and I are committed to meeting the needs of our clients and providing all services associated with REO transactions. We specialize in evaluation, acquisition, and preservation. We have the stable resources to cover utilities, maintenance, repairs, and any expenses until the property is sold and closed. We successfully manage CFK, property inspections, BPOs, and market properties with sold status in under 90 days.

### Technology Used

RES.NET, LPS, Equator, Pyramid, iClear, VRM, Vendor Cafe, Yardi, RIO Genesis, HUD

### Counties Served

Liberty, Long, Wayne, Bryan, Tattnall, Chatham

### Services Offered

Marketing, Sales, Property Preservation, Security Stabilization, Valuation Services, Trash-Outs, Loss Mitigation Services, Pre-foreclosure Services/Analysis, Property Management

### Accreditations

1. Master Certification - The Five Star Academy, 2. Agent Elite - Equator, 3. RES.NET Certification, 4. Certified BPOR, 5. Certified MPR, 6. e-Pro, 7. REO Specialist Certified

### Diversity Classification

Veteran-Owned Company, Disabled Owned Company

CONTACT ME ONLINE

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[www.hinesvillelistings.com](http://www.hinesvillelistings.com) WEBSITE

# CARLTON PURVIS



**Coldwell Banker Upchurch Realty**  
2405 W. Broad St., Suite 150  
Athens, Georgia 30606  
706.540.0955 PHONE  
706.353.5074 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: IN REO SINCE:

### Bio

Carlton Purvis is an experienced Associate Broker and REO specialist in the Greater Athens area and has been working with REO vendors, servicers, and business affiliates for more than 30 years. Purvis became a licensed salesperson in the state of Georgia in 1971 and opened his first brokerage in 1986. Purvis has served on many REALTOR boards, associations, has chaired many committees, has been a trustee, and has retained countless designations. In the Athens real estate industry, Purvis has played an integral role in conceptualizing and establishing several initiatives such as the local board of REALTORS excellence awards, known as the Circle of Achievement, for which he has achieved the honor 22 years during his career and was awarded the Silver Phoenix Level designation.

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[www.upchurchrealty.com](http://www.upchurchrealty.com) WEBSITE

# TARA ROBINSON



**RE/MAX 1st Choice Realty**  
219 N. Columbia Ave.  
Rincon, Georgia 31326  
912.713.6648 PHONE

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2005 IN REO SINCE: 2008 SHORT SALE SINCE: 2010

### Bio

Tara Robinson is one of Savannah's leading Realtors. She specializes in residential sales, HUD, foreclosures, short sales, and military relocation. She graduated from Florida State University with her associate degree in nutrition and fitness before finding her home in the Savannah area in 1999. She later earned her bachelor's degree in health science from Armstrong Atlantic University. Tara's extensive knowledge of real estate has earned her designations as a foreclosure specialist, certified real estate pricing specialist, CDPE, and GRI. In addition, she is Five Star REO certified and serves as a member of the Savannah Area Board of Realtors, RE/MAX Platinum club, and Savannah Area Association of Realtors. She is also a continuing member of the Distinguished Sales Society, formerly known as the Million-Dollar Club. Tara is a member of NAREB and a Savannah Area Realist.

### Counties Served

Chatham County, Bryan County, Effingham County, Bulloch County

### Accreditations

GRI, CDPE, C-REPS, Five Star REO Certification, Equator, RDCPro Certification, NABPOP BPO Certification, A-REO

CONTACT ME ONLINE

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# MICHELLE RUSHING



**RE/MAX Preferred Realty**  
208 S. Main St.  
Statesboro, Georgia 30458  
912.531.1172 PHONE  
912.489.4529 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2005 IN REO SINCE: 2008 SHORT SALE SINCE: 2008

### Bio

I have been in the real estate profession for 14+ years. I am an Associate Broker and I work with buyers and sellers. I have been doing foreclosures for 11 years, and my office has over 25 years' experience in foreclosures. I am a preferred agent with Bank of America. I have a Bachelor of Science degree from Georgia Southern University and have lived in my area of service for over 30 years. I have my CDPE designation and the GRI designation along with the Five Star REO, Short Sale, and CFS designations. I was the 2017 president of my local Board of Realtors, and I am a Distinguished Sales Society continuing life member. I have also received the Executive Club member four times from RE/MAX.

### Technology Used

Equator, RES.NET, Altisource, LPS Desktop Invoice Management

### Counties Served

Bulloch, Candler, Evans, Screven, Effingham, Bryan, Jenkins, Toombs, Emanuel

### Services Offered

REO Listings, Short Sale, Valuation, Market Analysis

### Accreditations

Five Star, GRI, CFS, CDPE, RES.NET

### Diversity Classification

Women-Owned Business

CONTACT ME ONLINE

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[www.georgiamls.comagentsite/index.cfm?SiteID=PRFD](http://www.georgiamls.comagentsite/index.cfm?SiteID=PRFD) WEBSITE

# CHARLES SANFORD



**Charles Sanford Realty**  
 638 Athens St  
 Hartwell, Georgia 30643  
 706.376.9777 PHONE  
 706.436.2321 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1989 IN REO SINCE: 1999

## Bio

I am a licensed Realtor in Georgia and South Carolina with over 20 years' experience in the management and marketing of REO and income-producing properties in Northeast Georgia and upstate South Carolina. I am a member in good standing of Georgia MLS, Western Upstate and Greenwood Board of Realtors, National Association of Realtors, Georgia Board of Realtors, and the Georgia Upstate Lakes Board of Realtors. I am a member in good standing of Equator, RES.NET, Pyramid Platform, LPS Desktop, and numerous other related REO websites. I am a customer-driven Realtor dedicated to achieving results and providing exceptional service. If you are in the market for a REO agent, I will put my 30 years of real estate expertise to work for you!

## Counties Served

Georgia Counties: Hart, Franklin, Elbert, Stephens, Madison, Oglethorpe. South Carolina Counties: Anderson, Abbeville, Oconee

## Services Offered

Management and Marketing

CONTACT ME ONLINE

[csrealty@comcast.net](mailto:csrealty@comcast.net) E-MAIL

[www.charlessanfordrealty.com](http://www.charlessanfordrealty.com) WEBSITE

# GINA SHARMA



**Keller Williams Realty N Atlanta**  
 5780 Windward Parkway  
 Alpharetta, Georgia 30005  
 404.242.9908 PHONE  
 770.521.7790 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2002 IN REO SINCE: 2003 SHORT SALE SINCE: 2003

## Bio

I have been in business as a full-time Realtor for over 21 years and consistently rank among the top 1% of Realtors nationally. As a top producer within my market center thanks to my professionalism and extensive experience, we are here to serve you with your assets in our area and market them to get them sold for top dollar. I am a firm believer that people should never stop learning, and I am constantly upgrading my skills and certifications and networking within the industry to ensure I can provide you with the best service and information possible. My experience includes working with major lending institutions and asset companies. My BPO-to-sold ratio is 99%. Less than 24 hours on occupancy checks and 24- 48 hours on BPO submission. 99.5% CFK success.

## Technology Used

All of our work is cloud-based. We use Dropbox for file storage, Dotloop for transaction management, KW Command for our CRM. Active member in RES.NET, Equator, Pyramid, Exceleras, various asset company portals.

## Counties Served

Cobb, Cherokee, Dawson, Dekalb, Fayette, Fulton, Forsyth, Henry, Clayton

## Services Offered

Listings, Buyers, Investors

## Accreditations

NAR Designations: ABR, CRS, E-Pro, CLHMS, SRES and Five Star Certified for REO and Short Sales

## Diversity Classification

I am a woman-owned team within Keller Williams and strive to help others around me and to be a successful business owner within my area.

CONTACT ME ONLINE

[gina@ginasharma.com](mailto:gina@ginasharma.com) E-MAIL

[www.ginasharma.com](http://www.ginasharma.com) WEBSITE

# CORY WHITMAN

**A Plus Realty Georgia**  
 790 Old Cartersville Road  
 Dallas, Georgia 30132  
 678.878.9286 PHONE  
 770.505.3232 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1986 IN REO SINCE: 1986 SHORT SALE SINCE: 1996

## Bio

Full-time real estate agent available seven days a week. Woman-owned real estate firm since 1999. Specializing in residential, commercial, land, estate, luxury homes, and equestrian properties for over 30 years. Specializing in sales and servicing REO properties since 1986. Currently service Freddie Mac, Fannie Mae, Wells Fargo, Citi, 21st Mortgage Corporation, and several other REO companies. Full-time staff of agents specializing in managing and sales of REO and short sale properties. Majority of sales are foreclosure properties. Member of Atlanta Board and Atlanta Commercial Board of Realtors, Paulding County, and Cobb County Board of Realtors.

## Technology Used

Facebook, Instagram, Messenger, Dotloop, Constant Contact, Costar, Loop.net, Realtor.com, Crexi.com, Homes.com, RES.NET, Equator, Pyramid

## Counties Served

Bartow, Carroll, Cobb, Douglas, Floyd, Haralson, Paulding, Polk

## Services Offered

Full-Service Real Estate

## Diversity Classification

Woman Owned

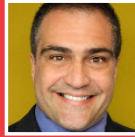
CONTACT ME ONLINE

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## STEVEN PAGANO



**First Hawaiian Realty**  
2460 Koa St., Suite F  
Honolulu, HI 96815  
808.853.7639 PHONE

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2008 IN REO SINCE: 2008 SHORT SALE SINCE: 2009

### Bio

I have been a member of the Five Star FORCE Advisory Board since 2017. With over 20 years in the banking sector and over 10 years servicing REO clients, I will ensure effective and timely communication and best practices in coordinating the efficient and timely disposition of your assets. I specialize in all aspects of the default market transaction, including asset valuation and preservation, cash-for-keys, marketing, inspection, etc. In addition to working with REO, short sale, HUD, estate sales, judicial, and private equity firms, I am also a speaker for investment groups with a focus on real estate.

### Technology Used

RES.NET, Equator, Exceleras, Pyramid, LPS Desktop Invoice Management

### Counties Served

Honolulu, Maui, Kauai, Hawaii

### Services Offered

REO and Short Sale Disposition, Valuation, Cash-for-Keys, Loss Mit, Eviction Support

### Accreditations

RES.NET, Equator Platinum, Equator REO, Equator Short Sale

### Diversity Classification

Minority-Owned Business

#### CONTACT ME ONLINE

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## LOU ANN UYEDA

### Century 21 Paradise International

98-211 Pali Momi Suite 205  
Aiea, Hawaii 96701  
8083842086 PHONE  
8083842086 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1985 IN REO SINCE: 2011 SHORT SALE SINCE: 2011

### Bio

I am the Owner and Principal Broker of Century 21 Paradise International. I have been selling real estate for more than 37 years and have a team of trained agents in both REOs and short sales. We currently have listed and sold hundreds of REO properties on the islands of Hawaii and Oahu and would like the opportunity to earn your business.

### Technology Used

Equator, RES.NET, Pyramid Platform

### Counties Served

Honolulu

### Accreditations

SFR, CDPE

### Diversity Classification

Minority-Owned Business

#### CONTACT ME ONLINE

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# REO Red Book

MAKING  
CONNECTIONS IN

ILLINOIS



## JAMES CONWAY



**Regional Realty Group**  
2007 S. Route 59  
Plainfield, Illinois 60586  
815.529.1600 PHONE  
815.529.1600 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1980 IN REO SINCE: 1981 SHORT SALE SINCE: 1990

#### Bio

I have over 35 years of REO experience with over 3,700 REO properties sold. I'm experienced in all aspects of REO work, including short sales, cash-for-keys, evictions, BPO valuations, bid acquisition, and contractor supervision. We guarantee a 24-hour turnaround on occupancy reports. My office is experienced with virtually all of the REO industry billing systems.

#### Technology Used

Pyramid, RES.NET, Equator, Cascade, iClear, LPS

#### Counties Served

Will, Dupage, Kane, Kendall, Grundy

#### Services Offered

REO Listing, Short Sales, Deed-in-Lieu, BPO Valuations

#### Accreditations

CDPE, SFR, GRI

CONTACT ME ONLINE

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[RegionalRealtyGroupHomes.com](http://RegionalRealtyGroupHomes.com) WEBSITE

## DONNA FAUNTLEROY



**Coldwell Banker Real Estate Group**  
7555 N. Knoxville Ave.  
Peoria, Illinois 61614  
309.369.7557 PHONE  
309.369.7557 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1994 IN REO SINCE: 2002 SHORT SALE SINCE: 2007

#### Bio

Real estate sales is one of the most challenging jobs out there. Buying and selling a home is a huge decision that can be fraught with emotions. These most important thing I have learned in this business is that no two transactions are alike, and you have to be flexible and available when problems arise. I also work with REO companies managing properties, including completing BPOs, offering relocation allowances, communicating extensively with owners/tenants about the foreclosure process, listing properties, and working closely with buyers, agents, and REO closing teams to make sure we have a successful closing. I also handle short sales. In our business, we consistently demonstrate the ability to build strategic relationships to ensure a successful career. Perhaps most importantly, I take pride in a job well done and always enjoy a new challenge.

#### Technology Used

Equator, LPS, RES.NET, REOTrans, HomePath, Pyramid Platform

#### Counties Served

Peoria, Tazewell, Woodford, Fulton, Putnam

#### Services Offered

REO Listings, Short Sale, Valuation, Market Analysis

#### Accreditations

GRI, SFR, REO Specialist Designation

CONTACT ME ONLINE

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# ROSEANNA GOMER



## Woodhall Midwest Properties

50 S. Main St., Suite 200  
Naperville, Illinois 60540  
630.301.9688 PHONE  
630.219.0181 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1979 IN REO SINCE: 1984 SHORT SALE SINCE: 2010

### Bio

My intro to REO management and sales came in the 1980s. Being one of most aggressive agents in the county, the Veterans Administration of Chicago, under Director Jerome M. Drazner, sought me out from among my peers, choosing me to manage and oversee repairs to hundreds of VA properties, which at that time were listed as Open Listings. Eventually, I became top listing agent for the Federal National Mortgage Assoc., as well as listing properties for HUD and the Federal Home Loan Mortgage Corp. My team is highly experienced in all aspects of REO. Past experience includes working for two large franchised brokerages, with top sales achievements. Accolades include RealTrends "THE THOUSAND" top agents in the country as well as being listed as 2015's TOP PRODUCER in ChicagoAgent Magazine.

### Technology Used

HomeSteps Connect, Olympus, Pyramid, Cascade, DispoSolutions, RES.NET, Equator, LPS

### Counties Served

Will, DuPage, Kendall, Kane, DeKalb, Grundy, Cook, Lake

### Services Offered

Repair, Sales/Marketing, Pre-List Management, Eviction Management, Valuation. Mitigation Services, Analysis

### Accreditations

CDPE, A-REO, RDCPro, CCSE, Management Broker

### Diversity Classification

Certified WBENC, Women's Business Enterprise

#### CONTACT ME ONLINE

roseanna@woodhallmidwestreo.com E-MAIL  
www.woodhallmidwestproperties.com WEBSITE

# CHERYL GORDON



## Elite Executive Realtors

1010 E. 79th St., Suite 1E  
Chicago, Illinois 60619  
708.259.8075 PHONE  
773.892.1740 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1985 IN REO SINCE: 2008 SHORT SALE SINCE: 5

### Bio

As an REO professional with over 30 years in the real estate business, I have personally handled thousands of sales from owner re-sale to foreclosures and more for my clients. During my years as a sales agent and currently a Managing Broker/Owner for Elite Executive Realtors Ltd., I've worked my way up from a brand new agent to No. 1 in the franchise over hundreds of other agents. My experience covers all aspects of the real estate business from single-family and condo subdivisions to repair, preservation, and restoration work.

### Technology Used

Equator, CoreLogic

### Counties Served

Cook, Lake, Will, DuPage, Lake

### Services Offered

REO Sales & Property Preservation

### Diversity Classification

MBE/WBE

#### CONTACT ME ONLINE

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eliteexecutiverealtors.com WEBSITE

# TODD HAGUE



## 1st Cornerstone Realty

1704 West Foster Ave.  
Chicago, Illinois 60640  
847.858.7830 PHONE  
773.878.7830 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1999 IN REO SINCE: 2004 SHORT SALE SINCE: 2008

### Bio

PROFESSIONAL REPRESENTATIONS: Buyers Representation, Sellers Representation, Property Management, Short Sale Specialist, Cash-for-Keys, Insurance Services, Mortgage Services. PROFESSIONAL ACCREDITATIONS: Five Star FORCE Member, REO, Short Sale and Property Management Certified, Illinois Association of Realtors, National Association of Realtors, MLS of Northern Illinois, ReoMac Member, RES. NET Professional Member, REO and Short Sale Certified, Equator Member, Mortgage Bankers Association of Illinois, Professional Independent Insurance Agents of Illinois, Andersonville Chamber of Commerce

### Counties Served

Illinois: Cook, Kane, Lake, and McHenry.  
Florida: Hillsborough, and Pinellas

### Services Offered

Sales, Cash-for-Keys

### Accreditations

Five Star FORCE Member, REO, Short Sale and Property Management Certified, Illinois Association of Realtors, National Association of Realtors, MLS of Northern Illinois, ReoMac Member, RES. NET Professional Member, REO and Short Sale Certified, Equator Member, Mortgage Bankers Association of Illinois, Professional Independent Insurance Agents of Illinois, Andersonville Chamber of Commerce

### Diversity Classification

Minority

#### CONTACT ME ONLINE

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www.1stcr.com WEBSITE

## ELONA HAMILTON



**Hamilton Realtor Group, LLC**  
790 Barron Blvd.  
Grayslake, Illinois 60030  
847.543.8875 PHONE  
224.715.8248 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1994 IN REO SINCE: 1995 SHORT SALE SINCE: 1997

### Bio

I have been in real estate for almost 20 years. I have sold over \$47 million worth of real estate during my career so far. I have obtained some designations to help further my knowledge in our industry. I am a Certified Managing Broker, an Accredited Buyer's Representative, a Military Relocation Professional, and At Home with Diversity, as well as my Short Sale Foreclosure Resource designation, but my main specialty has been with distressed properties. I built and ran a \$5 million craft manufacturing company for over 14 years. I was awarded "Businesswoman of the Year" in 1999. I have managed, listed, and sold many REO properties and built relationships with many asset management firms. I continue to foster those relationships to keep Hamilton Realtor Group the company to go to.

### Technology Used

All facets of computer within each department, all web-based programs where necessary.

### Counties Served

Illinois counties Lake and McHenry, and suburban Cook County.

### Services Offered

Listing, selling, counseling, property management

### Accreditations

Certified Real Estate Brokerage Manager, At Home With Diversity, Military Relocation Professional, Short Sale Foreclosure Resource, Accredited Buyers Representative

### Diversity Classification

Women-Owned Business, At Home With Diversity

CONTACT ME ONLINE

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[www.HamiltonRealtorGroup.com](http://www.HamiltonRealtorGroup.com) WEBSITE

## ROZANNE KURMAN



**Kurman Realty Group**  
945 Lakeview Parkway,  
Suite 170  
Vernon Hills, Illinois 60061  
847.566.7411 PHONE  
847.877.9669 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1984 IN REO SINCE: 2003 SHORT SALE SINCE: 2007

### Bio

I have been a Realtor in Illinois since 1984 and I have been listing and selling REOs since 2003. We service Lake, Suburban Cook, and McHenry counties in Illinois. I got my license in Florida in 2015 and service Broward County. I have an experienced staff to assist me and we believe in answering all calls, texts, and emails within the hour.

### Technology Used

We use many portals. We send weekly eblasts to other Realtors, past clients, and investors. We have a website (KurmanRealty.com), a Facebook page, and our Realtors personal social media pages. We send out postcards when we get new properties or price reductions and we sit open houses at our HUD homes. We also conduct twice-a-month training to other Realtors and prospective buyers. We use RES.NET, P260, Equator, LPS Desktop, Pyramid.

### Counties Served

Lake County, Illinois; Suburban Cook County; and parts of McHenry County. In Florida, our office services Broward county.

### Services Offered

BPOs MSRs, sales of REOs, CFK

### Accreditations

GRI, FORCE member

### Diversity Classification

Woman-owned small business.

CONTACT ME ONLINE

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[www.kurmanrealty.com](http://www.kurmanrealty.com) WEBSITE

## EDWARD LUKASIK



**RE/MAX Professionals**  
484 W. Boughton Road,  
Suite C  
Bolingbrook, Illinois 60440  
630.768.5175 PHONE  
630.679.5417 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2000 IN REO SINCE: 2002 SHORT SALE SINCE: 2002

### Bio

Edward Lukasik, Jr. is the Broker/Owner of RE/MAX Professionals in Bolingbrook, Illinois. He has been recognized as the no. 1 agent in Will County for most sold listings in 2013, 2015, 2016, 2017, 2018, and 2019. He has been recognized by the Wall Street Journal for being among the top 60 real estate agent's in the country for closed listings. RE/MAX has also recognized Ed, Jr. as the no. 1 RE/MAX agent in Illinois for 2019. His marketing plan and experience is unmatched. He utilizes the latest online and mobile technology to maximize exposure for his clients' listings, giving his clients that maximum exposure and highest return possible on their property. On average, Ed Lukasik, Jr. closes a listing every 1.5 days.

### Counties Served

Will, DuPage, Lake, Kane, Kendall, Cook, Kankakee

CONTACT ME ONLINE

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[Soldbyedjr.com](http://Soldbyedjr.com) WEBSITE

# TAMIKA MARKS



**Trademarks & Associates, LLC**  
8242 S. Kedzie Ave.  
Chicago, Illinois 60652  
773.656.9895 PHONE  
773.306.0352 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2003 IN REO SINCE: 2003 SHORT SALE SINCE: 2003

### Bio

As Managing Broker of Trademarks & Associates, LLC, and a Chicago native, I have achieved a proven track record in residential sales of both REO and non-REO assets over the past 19 years. In recent years, I have focused specifically on the disposition of reverse mortgage REO properties and have obtained a designation of Senior Real Estate Specialist. Offering personalized service to each one of our clients is my specialty, and providing excellent customer service to our fellow colleagues and service partners is the very foundation of our business. Our REO management services include occupancy checks, cash-for-keys, asset preservation, property condition reports with photos, BPOs, scheduling and coordinating of required repairs, working with municipal and government agencies to ensure compliance, and preparation of weekly/monthly reports as required by our client.

### Technology Used

RES.NET, Pyramid Platform, REO Central, Equator

### Counties Served

Cook, Lake, DuPage, Will

### Services Offered

REOs, Short Sales

### Accreditations

SRES

### Diversity Classification

African American, Women-Owned, Minority-Owned

CONTACT ME ONLINE

marksrealtor@yahoo.com E-MAIL

# STEVE MEEKER



**Meeker Real Estate Inc.**  
18225 Burnham Ave., Suite 1  
Lansing, Illinois 60438  
219.794.6924 PHONE  
708.418.5908 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1987 IN REO SINCE: 2001 SHORT SALE SINCE: 1999

### Bio

I am eager and appreciative of new REO clients bringing my team of professionals new listings. Licensed in Indiana and Illinois, I service the entire Chicagoland area and all counties of northwest Indiana and suburbs of Chicago. Being licensed in both states gives us the flexibility of doing BPOs and REOs in the two-state Chicagoland area.

### Technology Used

Pyramid Platform, LoanSphere Invoicing, Equator, RES.NET, Key Link

### Counties Served

Indiana: Lake, Porter, Jasper, La Porte, Marshal, Starke, Newton; Illinois: Cook, Will

### Services Offered

REO Listings, Short Sale, Deed-in-Lieu, Valuation, Market Analysis

### Accreditations

Equator, RES.NET, LoanSphere Invoicing

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# SUSAN MILLER



**Ravinia Realty & Management**  
15020 Rivinia Ave., Suite 24  
Orland Park, Illinois 60462  
708.567.4067 PHONE  
708.403.6785 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1995 IN REO SINCE: 2006 SHORT SALE SINCE: 2006

### Bio

Full-time professional REALTOR since 1995. Licensed real estate broker specializing in marketing, sales, and leasing of home and investment properties. Experienced in the marketing and disposition of REOs and short sales. REO Broker. Skills in providing broker price opinions (BPOs), asset management, negotiations, asset evaluations, REO properties, CFK negotiations, trash-out and rekey, MMR, property management, property preservation. Relationships with numerous BPO, REO, asset management companies in the marketing and evaluation of residential real estate. Computer-killed, managing heavy daily volume, appointment scheduling, and referral. Proficient in all documentation/record maintenance/paperwork to ensure accuracy and confidentiality. Eleven years experience in the financing industry. Specialty of mortgage financing and qualification. Experienced in pre-qualifying homebuyers and coordinating the mortgage process from the beginning to the closing of home loans."

### Technology Used

Equator, RES.NET, Pyramid Platform

### Counties Served

Illinois: Cook, Will, DuPage

### Services Offered

REO Listings, Deed-in-Lieu, Valuation, Market Analysis, CFK

### Accreditations

CDPF, e-PRO, Cipro, GRI, ABR, Seller Representative Specialist, Designated Managing Broker, The Five Star Academy Master Certification.

### Diversity Classification

Woman

CONTACT ME ONLINE

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www.RaviniaRealty.com WEBSITE

## MARGE PAWLAK



**RE/MAX Enterprises**  
1219 Ogden Ave.  
Downers Grove, Illinois 60515  
630.710.2550 PHONE  
630.971.7654 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1990 IN REO SINCE: 1995 SHORT SALE SINCE: 2010

### Bio

We love our job selling REO properties and short sales! We strive to earn your trust with outstanding experience, continued education, superior marketing, and integrity. Team of experienced and professional REO agents. REO sales since 1995, short sales since 2010. Also working with asset management companies as referrals for their short sale borrowers (contractor sources if requested). Quick response time; accurate and on-time tasks. Willing to help with what you need ASAP. Highest level performance with agreed objectives and expectations. Outstanding rankings for all report cards of the 14 total agents within the state of Illinois, within asset management company reports. We look forward to helping you manage your assets with ease and always have time for your referrals.

### Technology Used

Equator, Exceleras (DISPO), RES.NET, MLSNI, LPS Desktop

### Counties Served

DuPage, Will, Kane, Kendall, Cook

### Services Offered

REO listings/sales, Short Sale, BPOs, Occupancy Inspections Auctions, BPO, Occupancy Inspections

### Accreditations

ABR, CRS, GRI, SFR, A-REO, FSS&R, Equator REO and Short Sale, Equator Platinum, working to complete Master's Certification with Five Star Academy. CDPE.

### Diversity Classification

Woman-owned business

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margepawlak.com WEBSITE

## CRIS SALLMEN



**Berkshire Hathaway Home Services Chicago**  
1091 S. Roselle Road  
Schaumburg, Illinois 60193  
847.650.5352 PHONE  
847.874.6800 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1987 IN REO SINCE: 2000 SHORT SALE SINCE: 1995

### Bio

As a top real estate broker with 30 years' experience, I am a skilled negotiator dedicated to providing and implementing the best management practices for REO disposition. My success in real estate, year-after-year, is attributed to my work ethic and full-service approach to all aspects of the REO industry. I can facilitate the REO process with results, not excuses, and total success for all my clients. When thinking REO in the Chicagoland area, think Sallmen.

### Technology Used

Aspen Grove, Equator, RES.NET, LPS

### Counties Served

Cook, Lake, Will, Kane, McHenry, DuPage

### Services Offered

REO Listings, Short Sale, Deed-in-Lieu, Valuation, Market Analysis

### Accreditations

CRS, SRES, CRP, CDPE, SFR, BS, Equator Pro, Equator Platinum, RDCPro, RES.NET Pro Plus

CONTACT ME ONLINE

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## EGLE (ELLEN) VASILIAUSKIENE



**Amber Realty Inc.**  
1645 Hicks Road #R  
Rolling Meadows, Illinois  
60008  
847.208.9441 PHONE

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2002 IN REO SINCE: 2008 SHORT SALE SINCE: 2007

### Bio

I became a real estate agent in 2002 and have been a successful broker for first-time buyers, first-time sellers, and investors. Fluent in three languages (English, Lithuanian, and Russian). I entered the REO arena in 2008 by completing BPOs and property inspections. The first Five Star Conference I attended was in 2008. I enjoyed learning new things, reforming my "one-person show" into a team of professionals and support staff. For over 14 years, I have been a multi-million-dollar producer, listing and selling REOs and providing excellent service to my clients. My main focus is accurate valuations and weighting all possibilities for getting the top dollar for my client. I keep attending conferences and webinars and never stop learning and improving.

### Technology Used

Pyramid, RES.NET, HSC, Equator, REOMaestro, Sentrilock

### Counties Served

Cook, Lake, McHenry, Kane, DuPage, Will

### Services Offered

REO managing and sales, BPO, property inspections, CFK, MSRs

### Accreditations

GRI

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www.amberrealty.us WEBSITE

## GEORGE VLASIS

### George Vlasis Realtors

5323 W. 95th St.  
Oak Lawn, Illinois 60453  
708.606.4527 PHONE  
708.636.7474 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1975 IN REO SINCE: 1994

### Bio

I have been an REO agent for more than 20 years with 1,000+ REO properties sold, totaling more than \$100 million in value. For many years, I have ranked in the top one-tenth of 1% of Realtor members by MRED. I am a former President of the South/West Suburban Board of Realtors and two-time winner of Realtor of the Year. My office is open seven days a week: 9:00 a.m.Ð8:00 p.m. on weekdays and 9:00 a.m.Ð5:00 p.m. on weekends. We answer the phone and keep to our motto: "Personal Professional Service." My staff and I welcome the opportunity to work with you.

### Technology Used

Cascade, RES.NET, SingleSource, Equator, LPS Desktop Invoice Management, NRT REOExperts

### Counties Served

Lake, Cook, Will, McHenry, Kane, DuPage

#### CONTACT ME ONLINE

[georgevlaslis@gvrealtors.com](mailto:georgevlaslis@gvrealtors.com) E-MAIL  
[www.georgevlaslisrealtors.com](http://www.georgevlaslisrealtors.com) WEBSITE

## TIM WINFREY



### REMAX Destiny

1080 Nerge Road  
Elk Grove, Illinois 60007  
630.674.8371 PHONE

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1983 IN REO SINCE: 2008 SHORT SALE SINCE: 2008

### Bio

Tim and Stacy Winfrey have been selling home since 1983. We have been with RE/MAX since 1994. We have sold foreclosures since the late 90s. We started listing foreclosures in 2019 for Xome. We have sold approximately 10 since then. We have done over 70 flip homes purchased as foreclosures since 2010 and only lost money on 3 of them. We are both looking to increase our knowledge on listing foreclosures and to establish long-term business relationships. We would love to have an opportunity to work with other companies to list REO homes.

### Technology Used

Equator, RES.NET, Xome, Black Knight, LoanSphere Invoicing

### Counties Served

DuPage, Cook, Kane, Lake, McHenry, Will, Kendall

### Services Offered

REO Listings, Short Sale, Valuation, Market Analysis

### Accreditations

CRS, GRI, SRES

### Diversity Classification

Women-Owned Business

#### CONTACT ME ONLINE

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## PAMELA MARTIN



### Realty Services Consortium

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[CallRealtyServicesFirst.com](http://CallRealtyServicesFirst.com) WEBSITE

## LISA WEBB

### Lisa Webb -eXp Realty

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## THEFIVESTARINSTITUTE

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# REO Red Book

MAKING  
CONNECTIONS IN

INDIANA



## MIKE SHOUP

**Booth Rose Krebs**  
901 N. Wayne St.  
Angola, Indiana 46703  
260.667.7969 PHONE  
260.665.2515 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1986 IN REO SINCE: 1995

### Bio

I have over 30 years' experience in real estate with over 25 years in REO. From trash-out to closing, I pay attention to the details to get the asset to closing. I have the CRS and GRI designations.

### Counties Served

Steuben, Noble, Dekalb, Lagrange

### Services Offered

List, sell, weekly inspections of REO properties from trash-out to closing

### Accreditations

CRS, GRI

CONTACT ME ONLINE

[booth.rose@frontier.com](mailto:booth.rose@frontier.com) E-MAIL  
[boothrosekrebsre.com](http://boothrosekrebsre.com) WEBSITE

## RICKIE SIPE



**Property House/Real Living**  
5100 W. Bradburn Drive  
Muncie, Indiana 47304  
765.286.8400 PHONE  
765.212.5544 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1974 IN REO SINCE: 1980 SHORT SALE SINCE: 1980

### Bio

Rickie Sipe is Owner/Broker of Property House Realtors. She is a full-time broker and has a full-time licensed assistant and a full-time secretary. She has worked in the REO industry for over 40 years and knows that everyday will have new and exciting experiences and challenges. Her team is dedicated and can handle immediate occupancy checks, cash-for-keys repair bids, work supervision, trash-outs, strategic marketing, and closings. BPOs are of the highest priority.

### Technology Used

Black Knight, Loan Sphere, RES NET, Equator, Pyramid, several BPO platforms.

### Counties Served

Delaware, Henry, Blackford, Grant, Jay, Randolph, Madison, LaGrange

### Services Offered

BPO, cash-for-keys, repair work, trash-out, marketing, and closing.

### Accreditations

Rickie is member of NAR, NBA, REO Trans certified, RES.NET certified, Five Star certified, Equator certified, Red Bell certified. CRB, CRS, SRES, GRI, MGRI

CONTACT ME ONLINE

[rickie@indy.net](mailto:rickie@indy.net) E-MAIL  
[Reallivingpropertyhouse.com](http://Reallivingpropertyhouse.com) WEBSITE

# DUANE WILDER

## Coldwell Banker - Roth Wehrley Graber

10420 Woodfield Place  
Fort Wayne, Indiana 46835  
260.710.3750 PHONE  
260.486.1300 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1988 IN REO SINCE: 2001 SHORT SALE SINCE: 2008

### Bio

I have been a broker/associate since 1989. I have more than 20 years' experience in REO with approximately 40-100 closings per year. I have achieved Coldwell Banker's International Presidential Elite Award in the past for volume of sales. I was the No. 1 agent company-wide for units sold with more than 170 sides and more than 110 REO listings in 2008. I remain active in the REO business and look forward at working the REO business in Northeastern Indiana quadrant. I am also NRBA, CPPE. RES.NET pro.

### Technology Used

REOTrans, RES.NET, DepotPoint, DispoSolutions, Nationwide REO, Pyramid, SingleSource Property Solutions, LPS, TAZA, Realty Pilot

### Counties Served

Allen, Adams, Wells, Whitley, DeKalb, Huntington, Noble Counties. Will also work in Lagrange and Steuben Counties

### Services Offered

REO and BPO

### Accreditations

CDPE, ABR, Equator Pro certified short sale, RES.NET pro, certified SPS and short sales. Working with or have worked with majority of REP asset managers in USA. NRBA member as well as Five Star FORCE.

CONTACT ME ONLINE

wild1104@aol.com E-MAIL

# REO Red Book

## MAKING CONNECTIONS IN

# IOWA



# ZACHARY BESCHORNER



**Fusion Realtors**  
1029 Commercial St.  
Waterloo, Iowa 50702  
319.231.9461 PHONE  
319.234.8000 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2000 IN REO SINCE: 2003 SHORT SALE SINCE: 2006

### Bio

I have over 20 years of REO experience. I list, sell, and engage in extensive BPO work for most major REO companies. My full-time REO staff is responsible for managing all REO properties. I have six licensed agents with multiple years of experience, all with major REO companies.

### Technology Used

CoreLogic, LPS Desktop Invoice Management, Equator, REOTrans, Exceleras, 54 Collaborate, REO Central, REOConnex, R.E. Cascade, SingleSource, Pyramid, ResNet, VRM

### Counties Served

Benton, Black Hawk, Bremer, Buchanan, Butler, Fayette, Floyd, Grundy, Marshall, Tama, Linn, Muscatine, Chickasaw, Clayton, Delaware, Iowa

### Services Offered

REO Listings, Valuation

CONTACT ME ONLINE

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www.fusionrealtors Iowa.com WEBSITE

# REO Red Book

MAKING  
CONNECTIONS IN

# KANSAS



## JOHN CHANEY



**ReMax Realty**  
12701 W. 87th St. Parkway  
Lenexa, Kansas 66215  
785.865.5555 PHONE  
913.888.1800 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1994 IN REO SINCE: 2011 SHORT SALE SINCE: 1997

### Bio

Integrity - Knowledge - Service. REO Sales + Cash-4-Keys + BPOs. 25+ Years - Real Estate Brokerage. Construction/ Maintenance background. Kansas City Metro Area

### Technology Used

Equator, Pyramid, RES.NET, Asset 54

### Counties Served

KS - Johnson, Leavenworth; MO-Jackson

### Services Offered

REO Sales, Cash-for-Keys, BPOs

### Diversity Classification

Woman-Owned Small Business (WOSB)

CONTACT ME ONLINE

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[OpenHouse.today](http://OpenHouse.today) WEBSITE

## SCOTT HARVEY



**Scott Harvey Real Estate Services LLC**  
123 N. Emma St.  
Olathe, Kansas 66061  
816.805.4204 PHONE  
913.768.6998 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1998 IN REO SINCE: 2001 SHORT SALE SINCE: 2004

### Bio

Scott Harvey Real Estate Services LLC is a hometown independent real estate company located in Olathe, Kansas. We have offices and are seeking to list, sell, and service properties in the Kansas City (MO & KS); Lawrence, Kansas; and Topeka, Kansas metro areas.

### Technology Used

RES.NET, Equator, Pyramid Platform, Exceleras, willing to consider any others as needed.

### Counties Served

Coverage by MLS, state, and county. Topeka MLS: Shawnee, Osage, Jefferson, Counties in Kansas. Lawrence MLS: Douglas County in Kansas. Heartland MLS: Leavenworth, Wyandotte, Johnson, Miami, Franklin, Linn Counties in Kansas; Buchanan, Cass, Clay, Jackson, Platte, Ray, W. Lafayette Counties in Missouri.

### Services Offered

Buyers Agency, Sellers Agency, REO Full Service

### Accreditations

Diversity Certified, Equator (platinum), Exceleras, Five Star Institute Masters, FORCE, Heartland MLS, KCRAR (Kansas City Reg'l Assn. of Realtors), Lawrence MLS, LBOR (Lawrence Board of Realtors), MAREI, MAGLCC, NAGLREP, Pyramid, REOMAC, ReoNetwork.com, RES.NET, RPM, SFR, NABPOP, TAAR (Topeka Area Association of Realtors), Topeka MLS, WHS (Workforce Housing Specialist), WINDS, USREOP, Morec, KAR, NAR, AHWD, Riogenesis

### Diversity Classification

Certified LGBTBE Certificate #10596

CONTACT ME ONLINE

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MAKING  
CONNECTIONS IN

# KENTUCKY



(profiles alphabetized by state, then last name and first name.)

## STEPHENIE WRIGHT



**Alpha Omega Real Estate Services**  
709 N. Dixie Blvd.  
Radcliff, Kentucky 40160  
270.268.2600 PHONE  
270.351.7300 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2003 IN REO SINCE: 2003

### Bio

I am an REO specialist and Broker/Owner of Alpha Omega Real Estate Services Inc. I started in the real estate business as an assistant to an REO broker for seven years. I received my real estate license in 2011 and broker's license in 2016. I am a member of the local, state, and National Associations of Realtors. I am experienced with CFK, evictions, occupancy checks, BPOs, monthly status reports, preservation companies, and sub-contractors. I handle all aspects of a property from the time of assignment to closing with fast and accurate task management.

### Technology Used

P260, Sugar, Equator, CoreLogic iClear, RES.NET, LPS Desktop Invoice Management, DispoSolutions, Pyramid Platform, Realty Pilot, Cascade, REOConnex, NRT REOExperts, 54 Collaborate

### Counties Served

Bullitt, Hardin, Jefferson, Larue, Meade, Nelson

### Services Offered

REO Listings, Valuation

### Diversity Classification

Women-Owned Business

### CONTACT ME ONLINE

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## MARK HASS

### Real Estate 3000

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[www.realestate3000.com](http://www.realestate3000.com) WEBSITE

## SHANTIL NEWTON

### Infinite Homes Realty

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# REO Red Book

MAKING  
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# LOUISIANA



## RENEE AVILES



### Exp Realty LLC

1100 Poydras S, Suite 2900  
New Orleans, Louisiana 70163  
504.638.7383 PHONE  
504.516.9976 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2005 IN REO SINCE: 2012 SHORT SALE SINCE: 2010

### Bio

I helped in rebuilding the city of New Orleans (Orleans & Jefferson Parishes) after Hurricane Katrina Hurricane, and this is where my BPO and REO experience began. Articulate and meticulous Realtor with over 15 years' experience in REO and BPO data research and insurance. Displayed superior talent in effectively communicating with sellers, buyers, banks, and mortgage lenders. Customer-oriented and resourceful professional with expertise in client services, marketing, negotiations, invoicing, regulations, and market expansion. Articulate and meticulous Realtor with over 15 years of experience in REO & BPO data research. insurance. Displayed superior talent in communicating with sellers, buyers, banks, and mortgage lenders. Customer-oriented and resourceful professional with expertise in client services, marketing, negotiations, invoicing, regulations, and market expansion.

### Technology Used

I currently use Skyslope, iPhone, iPad, Adobe Premium, etc.

### Counties Served

Orleans Parish: 70112, 70113, 70114, 70115, 70116, 70118, 70119, 70122, 70124, 70125, 70127, 70130, 70131. Jefferson Parish: 70001, 70002, 70053, 70056, 70058.

### Services Offered

REO, BPO & Short Sales

### Accreditations

I am REO Certified on Equator & ResNet Platforms. I have currently registered for the Distressed Asset Disposition Program Certification via Five Star Academy.

#### CONTACT ME ONLINE

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<https://reneeaviles.exprealty.com> WEBSITE

## TOM BOOKHARDT



### United Real Estate Partners

3330 Veterans Blvd., Suite C  
Metairie, Louisiana 70002  
504.452.7631 PHONE  
504.452.7631 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2008 IN REO SINCE: 2008 SHORT SALE SINCE: 2008

### Bio

As Manager and CEO of United Real Estate Partners in the Greater Metropolitan New Orleans area, Tom Bookhardt provides multiple layers of expertise to the United Real Estate family. Serving as a top-performing agent previously with Century 21, Tom is uniquely qualified to provide buyers and sellers assistance with single-family homes, bank-owned assets, investment properties, multi-unit complexes, and commercial transactions. Before opening United Real Estate Partners, Tom consulted for a national quick service restaurant chain throughout the Texas, Louisiana, and Mississippi markets. While at Century 21, Tom was in the top 50 agents out of the south region for top sales of real estate transactions. Tom graduated from Culinary School in New York and takes every opportunity to display his love of cooking.

### Technology Used

All REO platforms

### Counties Served

Orleans Parish, Jefferson Parish, Washington Parish, St. Bernard Parish, St. Tammany Parish, St. John Parish, Tangipahoa Parish

### Services Offered

REO, BPO, Valuation

### Accreditations

Notary Public

### Diversity Classification

Member of NGLCC

#### CONTACT ME ONLINE

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[www.NolaRealEstatePro.com](http://www.NolaRealEstatePro.com) WEBSITE

# CHERYL GUZZARDI



**Latter & Blum**  
430 Notre Dame St.  
New Orleans, Louisiana 70130  
504.256.4719 PHONE  
504.688.2111 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2006 IN REO SINCE: 2006 SHORT SALE SINCE: 2006

## Bio

Cheryl is the REO coordinator/property manager for Latter & Blum, based in New Orleans. The company services the Gulf South region (including the Louisiana greater New Orleans Metropolitan area, Lafayette, Lake Charles, Alexandria; Houston, Texas; and the Mississippi Gulf South). Cheryl has been a licensed Realtor for more than 16 years, specializing in REO properties. She works with several local banks, property management companies, asset managers, and servicers. Latter & Blum's team of agents are fully knowledgeable of the REO business and can handle all phases of the REO process (evictions, renovations, utilities, inspections, property preservation, and marketing). We are happy to provide service to our clients.

## Technology Used

Company Website, MLS, REO platforms

## Counties Served

Louisiana greater New Orleans Metropolitan area, Lafayette, Lake Charles, Alexandria; Houston, Texas; and the Mississippi Gulf South.

## Services Offered

Evictions, renovations, utilities, inspections, property preservation, and marketing

## Accreditations

REALTOR, GRP, LRS, Certified; Equator Agent Elite/Certified, RES.NET, VRM, Pyramid Platform, Fannie Mae

## Diversity Classification

Latter & Blum is a 50% Woman-Owned business with diversity agents and vendors.

CONTACT ME ONLINE

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[latter-blum.com](http://latter-blum.com) WEBSITE

# RONALD JULIEN CRS GRI NRBA



**Donald Julien & Associates BR**  
1926 Wooddale Blvd.,  
Suite 101A  
Baton Rouge, Louisiana 70806  
225.320.4203 PHONE  
225.926.3449 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1989 IN REO SINCE: 1992 SHORT SALE SINCE: 1992

## Bio

Donald Julien & Associates BR is a full-service, minority-owned and operated brokerage that specializes in residential REO and traditional real estate sales and service in the metro Baton Rouge area and surrounding parishes. Licensed Realtor since 1989. I have combined my in-depth market knowledge, effective negotiation skills, business acumen, and integrity with 30+ years of cradle-to-grave REO experience to provide superior marketing of REO and short sale properties. My dedicated staff and I are technologically sophisticated. Our facilities are equipped to effectively and efficiently handle a high volume of properties from relocation assistance, re-key, trash-out to marketing to sale. We are equipped with an integrated network of computer and communication systems.

## Technology Used

Equator ID# 21751, RES.NET Pro Plus ID# 16123, Pyramid Premium Platform Member, Exceleras

## Counties Served

Ascension, Iberville, West Baton Rouge, Pointe Coupee, East Baton Rouge, East Feliciana, West Feliciana, Livingston

## Services Offered

Real Estate

## Accreditations

Graduate Realtors Institute 1992, Certified Residential Specialist 2002 Member, Greater Baton Rouge Board of Realtors, Louisiana Association of Realtors, National Association of Realtors, Advanced Evaluations 2009, REO Best Practices 2009, NADP formally REOMAC Member, NRBA Member, NAREB Five Star Force Member

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# DANNY LYONS



**Latter & Blum Realtors**  
489 Choctaw Drive  
Abita Springs, Louisiana 70420  
985.778.3023 PHONE  
985.778.3023 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1995 IN REO SINCE: 2007 SHORT SALE SINCE: 2007

## Bio

I began my real estate career in the New Orleans area, specifically the Northshore area, in 1995 as a full-time residential agent. I am RES.NET and Equator certified, serving numerous asset management companies with properties throughout St. Tammany Parish (county). I provide all REO services, working with asset managers to do all that is necessary to get assets sold as quickly as possible with the least amount of hassle. I do this by anticipating challenges that may arise throughout the selling process and having solutions ready to address those challenges.

## Technology Used

Aspen Grove, Equator, RES.NET

## Counties Served

St. Tammany, Tangipahoa, Washington

## Services Offered

ALI REO Property Services

## Accreditations

Equator Platinum, RES.NET AMP, ABR, CDPE, CRS, GRI, REOTrans

CONTACT ME ONLINE

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**DANA BONNETTE****Latter & Blum Realtors**

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**RICHARD HOSTETLER****Prime Real Estate**

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primereal@comcast.net E-MAIL

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**MARYLAND****VERA CALDWELL****RE/MAX Specialists**

10460 Campus Way South  
Upper Marlboro, Maryland  
20774  
240.299.4399 PHONE  
240.299.4399 CELL

**PROFESSIONAL EXPERIENCE**

IN REAL ESTATE SINCE: 1989 IN REO SINCE: 2009 SHORT SALE SINCE: 2007

**Bio**

I worked in the Federal Government for 15 years at the FBI, Department of Justice, and HUD. In 2014, I started doing BPOs and subsequently started receiving REOs from Bayview Loan Servicing, VRM, and Phoenix Asset Management. My clients' best interests are my priority, therefore I strive to provide punctual and exceptional services. My market knowledge and communication skills are the basis of my relationship with all of the people involved in the REO process. I respond immediately to clients via email, telephone, and companies' platforms throughout the REO transaction. I provide timely status reports for properties by researching the market trends and values in the area so that a home has an optimal value.

**Technology Used**

RES.NET, Equator, Pyramid Platform

**Counties Served**

Prince Georges, Charles, Washington, D.C.

**Services Offered**

REO Listings, Short Sale, Deed-in-Lieu, Valuation, Market Analysis, CFK

**Accreditations**

REMax 100% Club, Accredited REO Agent - A-REO, Maryland Ethics and Legislative Update Certifications, Short Sale and Foreclosure Specialists - SRS, Five Star Academy Master Certification Program, Member of the FORCE, RES.NET REO Certified, Equator Platinum/REO Certified, Equator Short Sale Certified

**Diversity Classification**

Five Star Academy Master Certification Program

**CONTACT ME ONLINE**

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# SANDY CURTIS



## BHHS Bowen Realty

11949 Robinwood Drive,  
Suite 100  
Hagerstown, Maryland 21742  
301.991.7566 PHONE  
301.745.9976 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1999 IN REO SINCE: 2015 SHORT SALE SINCE: 2014

### Bio

I have taken many courses on how to manage REO and short sales properly, as well as doing BPOs and property inspections. I maintain them to keep my knowledge in these fields up to date. Currently, the bulk of my REO work is with Fannie Mae and HUD. I have a team, so support and coverage is always there for clients and we will respond quickly to any inquiries.

### Technology Used

Equator, Multiforms, Pyramid, Black Knight, RES.NET, Olympus, Exceleras

### Counties Served

Washington and Frederick Counties, MD. Berkeley County, WV. Franklin County, PA.

### Services Offered

REO, Short Sale, BPO, inspections

### Accreditations

CDPE, GRI, CRS

CONTACT ME ONLINE

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# FREDERICK GOLDING



## RE/MAX First Choice

1201 Eastern Blvd.  
Baltimore, Maryland 21221  
443.506.2538 PHONE  
443.506.2538 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2003 IN REO SINCE: 2003 SHORT SALE SINCE: 2010

### Bio

I have specialized in default servicing for corporate clientele since 2003 with a focus on effectively selling foreclosure and distressed properties. I provide fast and efficient communication, negotiate cash-for-keys, and provide detailed valuation reports and weekly property inspections to meet the detailed demands of REO clientele. Our listings have an average 95% list-to-final-sales price ratio, with the majority of homes sold in under 30 days and within 98% of BPO value. Our marketing utilizes SEO and targeted campaigns to owner-occupant purchasers and investors resulting in fewer days on market and efficient asset disposition.

### Technology Used

RES.NET, Equator, DispoSolutions (Exceleras), Pyramid Platform, LPS Desktop Invoice Management, Aspen Grove iAgent, Yardi P260

### Counties Served

Baltimore City, Baltimore, Harford, Cecil, Anne Arundel, Carroll, Howard. I will cover the entire state of Maryland on a case by case basis.

### Services Offered

REO Listings, Short Sale, Deed-in-Lieu, Valuation, Market Analysis

### Accreditations

CDPE, RES.NET, Equator Elite, VRM Diversity & Awareness Certification, Five Star Academy Diversity & Inclusion Certification, Five Star Academy Distressed Asset Disposition Certification, Five Star Academy Mortgage Industry Regulatory Compliance Certification, Five Star Academy Legal Practice Program, Five Star Academy Master Certification

CONTACT ME ONLINE

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www.gqhometeam.com/pages/REO WEBSITE

# ROSE OGBONNA



## Citiwide Realtors Inc.

13447 New Hampshire Ave.  
#105  
Silver Spring, Maryland 20904  
301.674.4542 PHONE

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1990 IN REO SINCE: 1998 SHORT SALE SINCE: 2006

### Bio

Experienced and certified REO broker. Licensed in MD & DC. Full-service, in-house trained REO staff. Expert in all areas of REO practice: loss mitigation, securing, managing, listing, sale to close, financing, customer satisfaction, follow-up, and excellent service. REO services with CFK success rate of 99%, BPO/sales ratio of 104.375%. Clients include: Fannie Mae Direct, Bayview, Phoenix Asset, Shellpoint, Computershare. Cash-for-Keys negotiations and evictions. Coordination with eviction and lockout team. Professional bid estimates and repairs with experienced vendors. Property preservation and management. Property renovation. Timely and accurate reporting, monthly status reports. Coordination with title companies. Investor network coordination.

### Technology Used

Equator, RES.NET, Pyramid, ServiceLink, Amin, Exceleras

### Counties Served

Montgomery County, Prince Georges County, Howard County, Anne Arundel County, Baltimore County, Washington DC

### Services Offered

BPO, Occupancy Check, CFK, Evictions, Rekeys, Trash-Outs, Repair Scopes, Rehab Bids, Utilities, Preservation, Renovations, Management, Winterization

### Accreditations

FORCE, Equator and RES.NET certified, GRI, Default School, A.REO, REDCPro, CDPE, REOMAC (NADP)

### Diversity Classification

Woman-Owned. Minority Small Business

CONTACT ME ONLINE

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## RAJ SIDHU

### Your Realty Inc.

1829 Reisterstown Road,  
Suite 350  
Pikesville, Maryland 21208  
571.344.3330 PHONE  
443.604.9947 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2005 IN REO SINCE: 2008 SHORT SALE SINCE: 2007

### Bio

Raj Singh is a high-volume REO real estate broker who has sold more than 1,000 REOs. Highly skilled and motivated real estate professionals with strengths in marketing, planning, management, and sales. We are a committed real estate brokerage licensed in Maryland, D.C., and Virginia, with diverse experience in all aspects of REO property management and disposition. We have been providing REO services for over 15 years. I am an experienced real estate broker with a proven REO management system. Raj has a background in construction and property maintenance.

### Technology Used

Member Equator.com / ID 117567.  
Member RES.NET / ID 36117. Member Pyramidplatform.com. Member Cascade.solutions.com. BrightMLS.com. Zipform.com. Showingtime.com.

### Counties Served

Anne Arundel County, Baltimore County, Baltimore City, Charles County, Cecil County, Carroll County, Harford County, Howard County, Prince George County, Prince William County, Fairfax County, Alexandria, Arlington, Washington D.C.

### Services Offered

marketing, managing repairs and preservation, and sale of bank- and corporate-owned inventory, REO sales, short sale, BPO, utility management, CFK HOA management, closing management, end-to-end real estate solution.

### Accreditations

Member Greater Baltimore Board of Realtors. Member National Association of Realtors. Member REOMAC.

### CONTACT ME ONLINE

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## JOHN AGIM

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## JAMES E. DIGIROLAMO

### Long & Foster Real Estate

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[www.teammarylandrealestate.net](http://www.teammarylandrealestate.net) WEBSITE

## LASHAWN WOODWARD

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CONNECTIONS IN

# MICHIGAN



# NAJAH FAWAZ



**Platinum Realty**  
3150 Livernois Road, Suite 230  
Troy, Michigan 48083  
248.225.3390 PHONE

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1988 IN REO SINCE: 2003 SHORT SALE SINCE: 2009

### Bio

Broker/owner of Platinum Realty since 2003. I have been a Realtor for over 33 years. Started selling real estate at the age of 18 and never looked back. I have been on the REO side of the business for the last 19 years, providing full REO services. Fully versed and proficient with all aspects of real estate-owned property disposition and management. Over the years, I have touched on many different aspects of the real estate business, including property preservation, property management, traditional sales, and commercial sales but I love working with the REO side and have ongoing strong relationships with many clients.

### Technology Used

RES.NET, LPS, Equator, Pyramid, Exceleras, Inspection Port

### Counties Served

Oakland county, Macomb County, and sections of Wayne County

### Services Offered

All aspects of REO property disposition and management

### Accreditations

USDA REO training certified, Master certification from Five Star Academy, NAR's Short Sales and Foreclosure Resource Certification, NABPOP C-REP Certified, GRI designation, SRES (Senior Real Estate Specialist), Associate degree in Business Management, Extensive certifications from VRM University, REO Certification from Corcoran Institute, member of the local board, MLS and National Assoc. of Realtors

### Diversity Classification

Woman-Owned business

CONTACT ME ONLINE

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# ALEXANDER PANDOFF



**GAP Realty Group**  
12170 Fort St.  
Southgate, Michigan 48180  
734.231.3672 PHONE  
734.231.3672 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2005 IN REO SINCE: 2014 SHORT SALE SINCE: 2013

### Bio

Licensed in 2005 and received my Broker's License in 2011 and opened GAP Realty Group LLC in 2015. We operate in southeastern Michigan and have 50 agents and an in-house Title Company, Turn Key Title Agency LLC. I'm a 50% owner of the title company and sole owner of GAP.

### Counties Served

Wayne, Oakland, Macomb, Monroe, Washtenaw

### Services Offered

Full-Service Brokerage

CONTACT ME ONLINE

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[GAPRealtyMichigan.com](http://GAPRealtyMichigan.com) WEBSITE

# RICHARD STEWART



**REO Specialists LLC**  
828 Portage St.  
Kalamazoo, Michigan 49001  
269.217.0411 PHONE  
269.217.0411 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2001 IN REO SINCE: 2001 SHORT SALE SINCE: 2008

### Bio

I offer a 24-hour turnaround on all new orders and reassignments. I have 20 years' proven REO experience and work exclusively remarketing REOs in Michigan. As a full-service REO professional, I accept pre-purchase due diligence assignments on NPN/NPL, trades, BPO/CMA orders, door-knock, cash-for-keys negotiations, SFR, distressed, and aged assets, and luxury residential/commercial assignments, and I also maintain a current repair and maintenance vendor list. This brokerage is certified by the SBA as a HUB Zone diverse employer and DisabilityIN as a Disabled-Owned Business/DOBE, which may help your company meet its vendor diversity goals. My scorecards show a proven history that I get the highest price possible in the shortest amount of time. My commitment is to quality and compliance.

### Technology Used

Aspen Grove/iAgent, Exceleras, RES.NET, Equator, eBrokerHouse, FlexMLS, DotLoop, Cascade, Pyramid, REOcentral

### Counties Served

Kalamazoo, Calhoun, Allegan, Van Buren, Saint Joseph, Barry, Kent

### Services Offered

REO Listings, Short Sale, Deed-in-Lieu, Valuation, Market Analysis/NPN/Probate

### Accreditations

e-Pro, RDCPro, CDPE, CRS

### Diversity Classification

Disabled-Owned Business;Disabled, Hub Zone diverse employer

CONTACT ME ONLINE

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[www.RichardStewart.com](http://www.RichardStewart.com) WEBSITE

# REO Red Book

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# MINNESOTA



## TERRI DANIELSON



**Coldwell Banker Realty**  
700 Highway 55 East  
Buffalo, Minnesota 55313  
612.247.9842 PHONE  
612.247.9842 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1987 IN REO SINCE: 2005 SHORT SALE SINCE: 2005

### Bio

Terri Danielson is an experienced listing and selling agent for traditional, REO, HUD-owned, and short sale properties. She has over 34 years' experience in facilitating clients in selling their homes and assisting buyers of all levels find their starter home to their dream home. Terri is a Buffalo, Minnesota native, giving her extensive knowledge of the area and a wealth of information about local businesses. She has a long-standing relationship with them and an incredible relationship with the community. Terri is also an award-winning Arabian horse breeder. She and her husband have been showing and breeding horses for 31 years. Terri is also a proud mom of a River Falls University Graduate who majored in business management and now is a Realtor. She is also a nine-year cancer survivor.

### Technology Used

RES.NET PRO Plus ID# 30054. Pyramid Premium Platform Member. Equator. Rio Genesis

### Counties Served

Wright County, Sherburne County, Meeker County, Ramsey County, McLeod County, Anoka County, Carver County

### Services Offered

Notice to vacate, relocation assistance, eviction process, secure property/re-key, secure property/re-key, establish utilities, trash-out/haul-away/debris removal, repair estimates/contractors, weekly property inspections, established vendors, supe

### Accreditations

Member of National Association of Realtors, Member of National REO Brokers Association, Member of Minneapolis Board of Realtors, Member of Certified Residential Specialists

#### CONTACT ME ONLINE

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## FRANCINE MARSOLEK



**NextHome Metro Real Estate Services**  
7309 Lake Drive  
Lino Lakes, Minnesota 55014  
612.868.9344 PHONE

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2003 IN REO SINCE: 2005 SHORT SALE SINCE: 2007

### Bio

Francine Marsolek has been licensed in Minnesota since 2003. She specializes in providing "hands-on" treatment for every REO assigned to her by her clients and has been trained and certified in short sales. She manages an ample staff in order to promptly take care of all of her clients' needs. She is the Broker/Owner of NextHome Metro Real Estate Services, which is a woman-owned small business.

### Technology Used

KVCORE, RIO Genesis, Studeo, SmartZip, Studeo, Drone, 3D tour technology, Equator, RES.NET, Pyramid

### Counties Served

Anoka, Hennepin, Washington, Ramsey, Scott, Carver, Dakota, Wright, Chisago, Isanti, Sherburne

### Services Offered

REO, BPO, relocation, distressed occupant relocation, property management, short sale, distressed sale retail

### Accreditations

NRBA Short Sale Certified, NRBA Disaster Recovery Management Certified, NRBA Default Management Certified, NRBA Real Estate Office Management Certified, NRBA RIO Software Certified, Certified Distressed Property Expert, Accredited REO Agent, Platinum Certified, Equator.com, Certified RES.netAMP User, SRS, ABR, NABPOP certified.

### Diversity Classification

WOSB, WBE

#### CONTACT ME ONLINE

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[nhmres.com](http://nhmres.com) WEBSITE

# SCOTT RODMAN



**Realty Executives Top Results**  
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Blaine, Minnesota 55449  
612.229.7268 PHONE

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2003 IN REO SINCE: 2006 SHORT SALE SINCE: 2006

## Bio

I have been a Realtor in the twin cities since 2003. I specialize in REO default services. I have expertise in sales and marketing of REO properties, cash-for-keys negotiations, occupancy status, interior/exterior BPOs (turnaround time: 24 hours), trash-outs, re-key, monthly activity reports, marketing and property management. I work with numerous banks and asset management companies as their REO-preferred broker. I am a member of Elite REO Network, which is a network of the top agents around the county. Realtor®, GRI Realty Executives Top Results. REO sales and marketing specialist. Marketing property listings. Negotiate sales terms on selling and buying homes. Investors. Loss mitigation consultant. Have worked with banks and asset management companies including: Chase, MMREM/HUD, Bayview Financial,

## Technology Used

RES.NET, Pyramid, RIO Genesis, Equator, Exceleras, Cascade, Vendorly, Olympus

## Counties Served

Anoka, Ramsey, Hennepin, Washington, Wright, Scott, Carver, Dakota, Sherburne, Isanti, Chisago

## Services Offered

REO, CFK, Occupancy, DIL, Short Sale, Rehab, Inspections, Default Management

## Accreditations

Fannie Mae, Bank of America, M&T Bank, PennyMac, Bankers Asset Management

## Diversity Classification

N/A

CONTACT ME ONLINE

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[www.rodmanhomes.com](http://www.rodmanhomes.com) WEBSITE

# DEBRA SCHMIDT



**Help U Sell**  
1534 S. Cedar Ave.  
Owatonna, Minnesota 55060  
507.390.4030 PHONE  
507.390.4030 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1997 IN REO SINCE: 2000 SHORT SALE SINCE: 2000

## Bio

Full-time real estate broker/owner for over 20 years. Specializing in residential sales, foreclosures, and great customer service.

## Counties Served

Steele, Rice, Dakota, Freeborn, Mower, Olmstead, Scott, Waaseca

CONTACT ME ONLINE

[dschmidt@helpusell.com](mailto:dschmidt@helpusell.com) E-MAIL

# REO Red Book

MAKING  
CONNECTIONS IN

# MISSISSIPPI



## GREGORY GILLESPIE



### GumTree Realty/Genesis Realty Services, Inc.

205 W. Main St.  
Tupelo, Mississippi 38804  
662.213.9695 PHONE  
662.213.6491 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1/20/03 IN REO SINCE: 4-10-10 SHORT SALE SINCE: 4-10-10

### Bio

Broker/Owner of Genesis Realty Services, Inc./GumTree Realty. Our REO team services as a Fannie Mae Direct Listing Agent, HUD Listing Broker. VRM, Dakota, Green River. We are members of 4 MLS's and service the top third of Mississippi. MSU Graduate, numerous director and committee positions with MAR and Local MLS's. Married with four kids, owns two vacation rentals in Perdido Key, Florida, with a passion for scuba diving and spearfishing.

### Technology Used

Pay Per Click Google Marketing, Paid Facebook Placement, Personalized Property Marketing Flyers, Syndicated Listing on List Hub and Featured on Company Website.

### Counties Served

Alcorn, Benton, Calhoun, Carroll, Chickasaw, Choctaw, Clay, Grenada, Itawamba, Lafayette, Lee, Lowndes, Marshall, Monroe, Montgomery, Noxubee, Oktibbeha, Panola, Pontotoc, Prentiss, Tallahatchie, Tate, Tippah, Tishomingo, Union, Webster, Winston, Yalabusha

### Services Offered

Asset Disposition, ReKeys, Cash-for-Keys, PP, Next Day Valuations

### Accreditations

CRS, GRI, Equator Platinum Certified, Fannie Mae Direct

### Diversity Classification

Other

CONTACT ME ONLINE

reoteam@gumtreerealty.com E-MAIL  
www.gumtreerealty.com WEBSITE

## YOLANDA PARRIS



### iProperty Gallery

234 Pearlie Owens Drive  
Byram, Mississippi 39212  
601.826.4719 PHONE  
601.707.9530 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2007 IN REO SINCE: 2010 SHORT SALE SINCE: 2010

### Bio

Yolanda Parris has over 10 years of REO and short sale experience, 15 years of residential real estate experience, over 20 years of sales and management, and over 15 years of solid understanding of sales techniques and strategies for building a diverse client base and systems that facilitate consistency for customer satisfaction. iProperty Gallery is currently selling REO properties in Mississippi. We are very knowledgeable of the REO process, including BPOs, pricing, and the marketing necessary to accelerate the disposition of REO assets. iProperty Gallery handles many of the REO tasks such as listings, MMRs, CFK, evictions, re-key, secure properties, BPOs, and contracting with preservation for trash-outs, winterization, debris removal, repairs and rehabs, etc.

### Technology Used

Bidonhomes, Res.net, Equator, Exceleras

### Counties Served

Hinds, Madison, Rankin, Copiah, Yazoo, Lincoln, Leake, Simpson, Pike, Lincoln, Warren, Holmes

### Services Offered

Listings, MMRs, CFK, Facilitate Preservation, Re-Key, Secure Properties

### Accreditations

AHWD, SRS, ABR, GRO, C2EX, RENE, SFR, CDPE, HUD, USDA/REO

### Diversity Classification

African American/Black

CONTACT ME ONLINE

yparris67@bellsouth.net E-MAIL  
ipropertygallery.com WEBSITE

## AMY STEVENS



### Southern Magnolia Realty

20164 Pineville Road  
Long Beach, Mississippi 39560  
228.697.6935 PHONE  
228.697.6935 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2001 IN REO SINCE: 2008 SHORT SALE SINCE: 2007

### Bio

Professional real estate agent with over 20 years' experience who understands and embraces what it takes to be successful in the industry. Several years of experience in the REO and property management fields. Constantly seeking additional educational classes to stay abreast of the latest trends and information. Have a vast network of local vendors who are familiar with the repair process through different asset management companies and complete jobs within the projected timeframes. Work for a woman-owned business and married to a disabled veteran. I look forward to working with new asset management companies and building long-term relationships.

### Technology Used

RES.NET, VRM, Exceleras, LRES, Equator, Orange Grid

### Counties Served

Harrison, Jackson, Hancock, Stone

### Services Offered

Sales, REO, BPO

### Accreditations

REALTOR, SFR, VRM Premier Vendor, RES.NET, Equator, LRES, NABPOP, C-REPS

### Diversity Classification

Women-Owned Small Business

CONTACT ME ONLINE

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sognoliarealty.com WEBSITE

# KIMBERLEE WILLIAMS



**RE/MAX Real Estate Partners**  
2422 Bienville Blvd.  
Ocean Springs, Mississippi  
39564  
228.326.5533 PHONE  
228.875.3333 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: MS IN REO SINCE: 1994 SHORT SALE SINCE: 2001

### Bio

I have a distinctive background that gives me a unique insight and understanding of the REO business. I have been a full-time broker for more than 29 years with more than 20 years' REO experience. I hold several awards from both my local board and RE/MAX International, including Hall of Fame Realtor of the Year and Lifetime Member of the Million-Dollar Club. I was the No. 1 ranked RE/MAX agent in Mississippi for 2001, 2002, 2019. I have been a registered HUD broker for more than 20 years and have sold a multitude of HUD and REO homes. I am a Premier Broker for VRM. I have a full-time REO staff as well as a property preservation vendor.

### Technology Used

Equator, RES.NET, Quandis, HomeTracker, Pyramid, VRM portal

### Counties Served

Harrison, Jackson

### Accreditations

e-Pro, ABR, CDPE, SFR, REOTrans, RES.NET

#### CONTACT ME ONLINE

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[www.kimberleewilliams.com](http://www.kimberleewilliams.com) WEBSITE

# JENNIFER ZEAGLER

**EZ Realty, LLC**  
901.409.8109 PHONE

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: IN REO SINCE:

### Bio

I am the licensed broker and co-owner of EZ Realty, LLC in Hernando, Mississippi. I have six years' experience in selling foreclosures. I am proficient in KYO, cash-for-keys, repair estimates, management of repairs, broker price opinions, listing, contracts, and advertising. I am registered with Equator, RES.NET, and many other platforms.

#### CONTACT ME ONLINE

[jazrealtor@outlook.com](mailto:jazrealtor@outlook.com) E-MAIL

# ARTHUR KENDRICK

**MS Realtor**  
601.842.2730 PHONE  
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THEFIVESTARINSTITUTE

**THE  
LEADER IN  
DEFAULT  
SERVICING  
NEWS**

**DSnews**  
Default Servicing | In Print and Online

## GWENDOLYN KEMPER



**Woodward Real Estate**  
202 W. Clay  
Plattsburg, Missouri 64477  
816.797.7552 PHONE  
816.797.7552 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1997 IN REO SINCE: 1997 SHORT SALE SINCE: 1995

### Bio

Gwen Kemper is a seasoned REO Broker/ Agent serving multiple counties in Missouri since 1991. Many classes and certifications related to REO assets, platforms, and property management. Adaptable with many forms of technology. Works well with asset managers, as well as those working in evictions, cash-for-keys, time frames, accounting, and customer service. Established business owner for Woodward Real Estate, established 1916.

### Technology Used

Smart Phones, Tablets, and Computers  
Digital Camera and Download Programs

### Counties Served

Missouri - Clinton, Clay, Platte, Ray, Caldwell, parts of Buchanan

### Services Offered

REO Management, Listings, and Sales

### Accreditations

GRI, CRS, CRB, At Home With Diversity, REO PRO - VRM

### Diversity Classification

Caucasian Female-Owned Business

CONTACT ME ONLINE

[gwen@woodwardre.com](mailto:gwen@woodwardre.com) E-MAIL  
[www.woodwardrealestate.realtor.com](http://www.woodwardrealestate.realtor.com) WEBSITE

## CONNOR REEVES



**Mother & Son Realty Group**  
3025 S. Bradford Lane  
Kansas City, Missouri 64114  
816.969.9166 PHONE

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2012 IN REO SINCE: 2017 SHORT SALE SINCE: 2012

### Bio

Licensed in Missouri and Kansas since 2012 with experience serving REO clients and their assets across the Kansas City metropolitan area. My team and I understand that being reliable and completing tasks on or ahead of schedule can greatly impact our clients' bottom lines, so our highest priority is to deliver the most value possible and effectively communicate the progress of each assignment from start to finish. We are at your service to complete any required tasks from routine inspections, clean-outs, repairs or remodeling, liquidation, and more. Although foreclosure volumes in our coverage areas have been relatively low since our first REO assignment over five years ago, we have successfully listed and closed nearly two dozen REO transactions during that time period.

### Technology Used

RES.NET, Equator, Pyramid, Exceleras

### Counties Served

Missouri: Jackson, Clay, Platte, Ray, Lafayette, Cass, Johnson. Kansas: Johnson, Miami, Wyandotte, Leavenworth, Douglas

### Services Offered

Liquidations, Property Preservation, Project Management, Property Management

CONTACT ME ONLINE

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[www.MotherSonRealtyGroup.com](http://www.MotherSonRealtyGroup.com) WEBSITE

## ROBERT ROBY



**Show Me Realty**  
423 N. Maguire St.  
Warrensburg, Missouri 64093  
660.909.8505 PHONE  
660.747.1290 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1992 IN REO SINCE: 1995

### Bio

"Educated" and "experienced" describes Show Me Realty's REO department today! Completed a First American Residential Value View certification course, a CitiMortgage REO Policies and Procedures class, a Default Services Advanced Evaluations class, and a JVI appraisal class. A Five Star Institute FORCE member with 27 of his 30 years marketing REO listings from verification of occupancy through the real estate closings to final reimbursement. Capable of handling BPOs through a multitude of platforms using either the company-specific platform or a broader internet-based platform.

### Technology Used

The internet platforms used by the following companies: RES.NET, Clear Capital, Equator, Pyramid, DARES, Multiform, Pro-Tek, REONetwork, and Goodman Dean

### Counties Served

Johnson County, Missouri

### Services Offered

REO property management and exterior and interior BPO services.

### Accreditations

No REO listings since the moratoriums were in place. REO & BPO certified through the Five Star Institute. Attended Bob Corcoran's REO Bootcamp, a First American Residential Value View certification course, a CitiMortgage REO Policies and Procedures class, a Default Services Advanced Evaluations class, a JVI appraisal class, and many other classes and seminars held at the Five Star Conference & Expo. Completed Floyd Wickman's Sweathogs program, the Real Estate Champions course & NARs E-pro course.

CONTACT ME ONLINE

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[www.showmerealty.com](http://www.showmerealty.com) WEBSITE

# MICHELLE SYBERG

**Mid America Property Partners**  
1436 Triad Center Drive/235 N. Main St.  
St. Peters/Edwardsville, Missouri 63376  
314.503.6093 PHONE  
314.503.6093 CELL



## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1997 IN REO SINCE: 1987 SHORT SALE SINCE: 1994

## Bio

Michelle Syberg, Partner/Owner, Mid-America Property Partners, licensed broker in Illinois and Missouri. Twenty-five+ years' BPO and sales experience. I have qualified, knowledgeable team available at your service. Our experienced team works with private sellers and buyer, large and small portfolio investors, auction and bulk sales on small and large scales. Work with several REO clients and has the knowledge and experience necessary to manage and market REO assets from acquisition through settlement. Past experience includes Citicorp Mortgage, Inc., from May 1987-May 1997 as Sales Manager in REO department, where I managed a staff in the marketing and operations functions of REO. I was recognized as a top performer with 97% return of appraisal while maintaining 66% under contract.

## Technology Used

RES.NET, Equator, Pyramid, VRMS, USREOP, NRBA, St. Louis Realtors, Word, Excel

## Counties Served

MO: St. Louis city and county, St. Charles, Jefferson, Franklin, and Warren IL: St. Clair, Madison, Monroe, and Jersey

## Services Offered

BPO and sales of residential and mixed-use real estate. Detailed market skills, relocation, and property preparation for sale.

## Accreditations

2017 Realtor of Year SLR, Recognized top No. 1 Sales Team in both units and volume going back to 2004 in St. Louis by several organizations, including the St. Louis Association of Realtors, the St. Charles Board of Realtors, and the St. Louis Business Journal. BES University of Missouri Columbia, emphasis Personnel and Industrial Counseling.

### CONTACT ME ONLINE

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[www.mappreo.com](http://www.mappreo.com) WEBSITE

# REORedBook

## MAKING CONNECTIONS IN

# MONTANA



# ANN HALL

**Rankin Realty**  
2242 W. Skokie Drive  
Billings, Montana 59105  
406.298.0195 PHONE



## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2016 IN REO SINCE: 2021 SHORT SALE SINCE: 2021

## Bio

I've listed and sold real estate since 2016 and started to specialize in REO, investors, short sales, and BPOs in 2021. I have enjoyed working with buyers and sellers, but REO, short sales, and investors are my passion. I am a very detail-oriented Realtor. Accuracy, integrity, consistent growth in my field, dependability, and being timely responsive are my top priorities.

## Technology Used

Exceleras, RES.NET, Pyramid, Equator

## Counties Served

Yellowstone

### CONTACT ME ONLINE

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# REO RedBook

MAKING  
CONNECTIONS IN

# NEBRASKA



## PEG MALONEY



**RE/MAX Real Estate Group**  
12020 Shamrock Plaza,  
Suite 200  
Omaha, Nebraska 68154  
402.598.3965 PHONE  
402.594.2000 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1982 IN REO SINCE: 1986 SHORT SALE SINCE: 1995

### Bio

I have over 30 years' experience with REOs, starting with the Resolution Trust Corporation in the 1980s during the national bank crisis. I've done thousands of BPOs, and 75% of my listings are REO. I have an administrative assistant to assist with paperwork and to be available for phone calls and to follow the file. We are familiar with RES.NET, Equator, DispoSolutions, and Fannie Mae, and are familiar with forms from various asset management companies. We are skilled, responsible, and ethical. We maintain an outstanding relationship with our fellow MLS agents and get high ratings for cooperation. I have a centralized showing system which tracks agent showings and provides feedback from the agents. My team has the respect of the real estate community because of our experience and ease of working the deal.

### Counties Served

Douglas, Sarpy, Cass, Pottawattamie

### Services Offered

REO Listings, Short Sale, Deed-in-Lieu, Valuation, Market Analysis

### Accreditations

CDPE, CRS, SRES

CONTACT ME ONLINE

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[pegmaloney.com](http://pegmaloney.com) WEBSITE

# REO RedBook

MAKING  
CONNECTIONS IN

# NEVADA



# JULIA FENG



**EverNest Realty Las Vegas**  
7336 W. Post Road #101  
Las Vegas, Nevada 89113  
702.588.1080 PHONE  
702.588.1080 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2015 IN REO SINCE: 2018 SHORT SALE SINCE: 2018

## Bio

Julia Feng is a real estate rising star! As a minority broker/owner of Evernest Realty Las Vegas, Julia has been ranked top 250 agents and successfully sold hundreds of properties since 2015, with an average of 19 days on market and an average of 98.2% of sales price to list price ratio. Our BPOs are generally completed within 48 hours. Two-hour occupancy checks available, 98% CFK success rate. We are offering trash-out service, re-keys, ready-to-list inspection and ready-to-close inspections, high-quality time-stamped digital photography, extensive marketing plan, home-staging service, preservation, repair and rehab and landscaping inspections. My team updates you continuously so you don't have to waste time chasing us down.

## Technology Used

RES.NET, Equator, Pyramid, Exceleras, Cascade, VRM, Orange Grid, LPS

## Counties Served

Clark County, Nevada

## Services Offered

REO, Deed-in-Lieu, Auction, Short Sale, Foreclosure, BPO

## Accreditations

RES.NET Certified Broker, Equator Certified Broker, Certified REO Five Star Master Program, Certified Short Sales and Foreclosures Specialist, Certified Seller Representative Specialist, Certified Luxury Home Marketing Specialist, Certified Negotiation Expert, Certified Divorce Real Estate Expert, Accredited Buyer's Representative Designation, Military Relocation Professional, Military and Veteran Housing Certification, Homes for Heroes Real Estate Specialist

## CONTACT ME ONLINE

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[www.teamjuliafengrealty.com](http://www.teamjuliafengrealty.com) WEBSITE

# JAMES HASTINGS



**Hastings Brokerage, Ltd.**  
2575 South Cimarron Road,  
Suite 102  
Las Vegas, Nevada 89117  
702.240.5448, Ext. 140 PHONE  
702.326.4825 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1983 IN REO SINCE: 1984 SHORT SALE SINCE: 2007

## Bio

Jim Hastings is the FORCE Chairman and has been on the FORCE Advisory Committee for many years. He is the Broker of Hastings Brokerage, Ltd., a Las Vegas real estate firm that has specialized in helping mortgage servicers and residential real estate portfolio managers with their complete REO process since 1984. He holds a bachelor's degree in real estate from Arizona State University and has closed over \$1 billion in residential REO. He holds real estate broker licenses in Nevada, California, Arizona, and formerly Ohio. He has had offices in each state and is only operating in Nevada right now. Co-Founder of Broker Brain, an REO/property management, web-based system used throughout the U.S. He has written many articles for the FORCE newsletters and has spoken many times at the Five Star Conference.

## Technology Used

I co-founded Broker Brain, the REO Management software system, that many of the REO Brokers use throughout the country. Also, we use any seller system required.

## Counties Served

Clark

## Services Offered

REO Sales

## Accreditations

Jim Hastings holds a bachelor's degree in real estate from Arizona State University.

## Diversity Classification

We are certified Women-Owned.

## CONTACT ME ONLINE

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[www.huckle.com](http://www.huckle.com) WEBSITE

# REO Red Book

## MAKING CONNECTIONS IN

# NEW HAMPSHIRE



# CHERYL WAITT



**Homes of NH Realty, LLC**  
 200 Rockingham Road  
 Londonderry, New Hampshire  
 3053  
 603.235.5521 PHONE  
 603.235.5521 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1986 IN REO SINCE: 1988 SHORT SALE SINCE: 2005

## Bio

REO agent/Realtor for over 35 years. Owner/Broker of Homes of New Hampshire Realty/The Waitt Realty Group. Headquartered in NH and serving NH, MA, and ME. Offers top-notch service. Early/on-time reporting, same-day occupancy checks, and immediate rekeys. Expert knowledge in REO and default servicing. We put our clients first with vast knowledge and comprehensive service of real estate from cradle to grave. Our firm consists of a team of 13 listing/buyer agents offering over two centuries of service, advertising, and support staff, as well as field service division. Able to carry utility and repair invoicing as well as manage repairs. Bonded, insured. Homes of NH has previously been named one of the Top 500 Teams in America per the prestigious REALTRENDS Magazine. Put the gold standard of real estate to work for you.

## Technology Used

Various REO Management Platforms, Google, Chrome, Microsoft, Equator, Dotloop, NEREN, Paragon, MLSPIN, syndication throughout real estate platforms on the web, app, website, social media

## Counties Served

NH: Rockingham, Hillsborough, Merrimack, Strafford. MA: Essex. ME: York

## Services Offered

REO, Short Sale, Property Management, CFK, BPO, Occupancy Checks

## Accreditations

Equator, VRM, HUD, RES.NET, Vendorcafe, CDPE, SSS, REALTOR, E-PRO, NAR, NHAR, GSSBR

## Diversity Classification

Woman-Owned

CONTACT ME ONLINE

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[www.homesofnhrealty.com](http://www.homesofnhrealty.com) WEBSITE

# 35+ YRS OF REO EXPERTISE



## Serving New Hampshire, Massachusetts & Maine.

The Homes of NH Team has a performance-based philosophy making our client's objectives our first priority. For timely, accurate and cost-effective handling of your assets, put the Gold Standard of Real Estate to work for you.



**CHERYL WAITT**  
 OWNER/BROKER  
[CHERYL@HOMESOFNHREALTY.COM](mailto:CHERYL@HOMESOFNHREALTY.COM)  
 603-235-5521 (CELL)  
 603-437-4447 (OFFICE)



Homes of New  
 Hampshire Realty

# REO RedBook

MAKING  
 CONNECTIONS IN

# NEW JERSEY



# RALPH BARONE

## NJ REO Asset Management & Realty

650 Bloomfield Ave.  
Bloomfield, New Jersey 7003  
973.715.7609 PHONE  
973.715.7609 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1992 IN REO SINCE: 1992

### Bio

Ralph has been successfully disposing of distressed properties in New Jersey for the past 28+ years. He has sat on the board of directors for REOMAC and was the Managing Director of the NRBA.

### Counties Served

Bergen, Essex, Hudson, Hunterdon, Monmouth, Morris, Union

### Services Offered

Valuations and sales of distressed properties

### Accreditations

CDEP, CREO

CONTACT ME ONLINE

[ralphb@newjerseyreo.com](mailto:ralphb@newjerseyreo.com) E-MAIL

# YOSEF BEANE

## Keypoint Realty

2290 W. County Line Road,  
Suite 206B  
Jackson, New Jersey 8527  
609.394.9017 PHONE  
732.534.5300 CELL



### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2003 IN REO SINCE: 2003 SHORT SALE SINCE: 2003

### Bio

Keypoint Realty is dedicated to providing a full range of REO services to banks and investors, offering unsurpassed customer service and communication. We have 17 years of success in valuation, management, and disposition of corporate-owned properties and currently list REO properties for most of the big servicers, including Fannie Mae, Freddie Mac, HUD, PAS/Wells Fargo, and Nationstar. We are proficient in all of the REO portals, including Pyramid Platform, RES.NET, Equator, Exceleras, Aspen Grove, and more. We are adequately funded for upfront layouts and are experienced and equipped to handle the most challenging properties. Keypoint Realty has a flawless track record of success in negotiating and selling all types of properties in a timely and cost-effective manner.

### Counties Served

Monmouth, Ocean, Burlington, Camden, Gloucester, Mercer, Hunterdon, Middlesex, Somerset, Middlesex, Union, Essex, Bergen, Passaic, and Morris counties

### Accreditations

Fast and Accurate BPO Valuations, Initial Inspections, Pre-Foreclosure Analysis, Residential Rental Analysis, Door Knocks, Occupancy Checks, Property Tax Searches, Cash-for-Keys Negotiations, Evictions, Security and Preservation, Weekly Property Inspections, Construction Management, Leasing and Tenant Management, Property Listing and Marketing, Loss Mitigation, Servicer-Initiated Short Sales, Progress and Status Reports

CONTACT ME ONLINE

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# MARTIN BIANCHI

## RE/MAX Lifestyles

103 James St.  
Lodi, New Jersey 7644  
201.640.7246 PHONE  
201.753.3000 CELL



### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2013 IN REO SINCE: 2014 SHORT SALE SINCE: 2014

### Bio

We are a dedicated team that handles all aspects of the real estate transaction from start to finish. I am personally handling all REO, short sales, and foreclosures. I've worked my way up from a brand-new agent to No. 1, being awarded by RE/MAX and the COE by NJAR. I have extensive knowledge and experience in property evaluations, exterior and interior inspections, environmental issues (including oil tanks), interior and exterior repairs, managing, vendor relations and negotiations, CFK, town compliances, registrations, pre-marketing, PP management (including removal and storage), C of O issues, and FHA (including 203K) guideline knowledge. The properties we've handled have sold within 2.1% to 5.3% of the list price and within an average time frame of 57 days.

### Counties Served

Bergen, Hudson, Passaic, Essex, Morris, Sussex, Warren, Hunterdon, Somerset, Middlesex, Monmouth, Ocean, Burlington, Mercer

CONTACT ME ONLINE

[martin.bianchi@outlook.com](mailto:martin.bianchi@outlook.com) E-MAIL  
[www.remaxlifestylesnj.com](http://www.remaxlifestylesnj.com) WEBSITE

## OMAR DIN



**eXp Realty, LLC**  
19 Tamwood Lane  
Sewell, New Jersey 8080  
267.918.0890 PHONE  
267.918.0890 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2016 IN REO SINCE: 2016 SHORT SALE SINCE: 2016

### Bio

I have over six years experience in REO management. I am well equipped to handle all facets, including but not limited to: cash-for-keys, BPOs, third-party BPOs, evictions, preservation, property inspections, monthly reports, listing, rehab bids, and resale to investors and owner/occupants.

### Technology Used

RES.NET, Equator, Pyramid, VRM, HomeSteps Connect, Exceleras

### Counties Served

NJ: Camden, Gloucester, Burlington, Cumberland, Atlantic, Salem. PA: Philadelphia, Bucks, Montgomery, Chester, Delaware.

### Services Offered

REO Listings, Short Sale, Deed-in-Lieu, Market Analysis

### Accreditations

No. 8 RE/MAX agent in all of NJ for 2019. GCSBOR Circle of Excellence Silver Level 2018, Gold Level 2019, Silver 2020, and Gold 2021. Equator Agent Elite, RES. NET Pro Plus Agent. Ranked No. 22 of all Realtors in NJ for 2019 and No. 26 for 2020. I have achieved ICON Agent status each year I have been with EXP Realty, which is the top 3% of the company.

### Diversity Classification

Minority-Owned Business; Asian

CONTACT ME ONLINE

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## ANTHONY GOMES



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973.332.4601 PHONE  
973.329.0090 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2006 IN REO SINCE: 2007 SHORT SALE SINCE: 2007

### Bio

Anthony Gomes, of Vylla Home, The Realty Experts Group, is a 15-year veteran of the real estate industry and has represented clients all over Essex, Union, Hudson, and Bergen counties in many different real estate transactions. Anthony Gomes has built a solid foundation of clients in his community through his professionalism, attention to detail, and commitment to always putting his clients' needs first. Passionate about helping his clients achieve their real estate goals, Gomes has continued to leverage his experience to exceed his clients' expectations. Active in the community, Gomes is part of the Portuguese American Fire Fighter's Association in an effort to help residents in his community that are in need. "There is nothing better than to give back to the community that made you who you are."

### Technology Used

RES.NET, 54 Collaborate, Pyramid, Equator, LRES & Keystone Asset Management, Garden State MLS, HUDSON County MLS, New Jersey MLS, Middlesex MLS, Monmouth/Ocean MLS & Bright MLS.

### Counties Served

All of New Jersey

### Services Offered

Loss Mitigation Services, Pre-foreclosure Services/Analysis, Valuation Services & Property Management

### Accreditations

REO Certified

CONTACT ME ONLINE

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vylla.com WEBSITE

## ALEXIS GUILLIANI

**Century21AG Realty Group**  
47 Hoover Ave.  
Passaic, New Jersey 7055  
973.928.3330 PHONE

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2005 IN REO SINCE: 2011 SHORT SALE SINCE: 2009

### Bio

Broker/Owner of Jersey Associates Realty LLC, dba CENTURY 21 AG Realty Group. Over 16 years' experience with residential and commercial real estate, including 10 years as an REO listing broker serving all Northern New Jersey.

### Technology Used

Equator Platform, RES.NET platform, Pyramid platform

### Counties Served

Passaic, Bergen, Essex, Hudson, Morris, Sussex and Union

### Services Offered

REO services

CONTACT ME ONLINE

aguilliani.realtor@gmail.com E-MAIL  
C21AGRealty.com WEBSITE

# RYAN KNAB



**Coldwell Banker**  
24 Elm St.  
Dumont, New Jersey 6728  
201.315.6708 PHONE  
201.315.6708 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2014 IN REO SINCE: 2014 SHORT SALE SINCE: 2014

### Bio

With years experience with foreclosures, I'm proud to say I'm a member of the NRBA and hold a Master Certificate from Five Star, as well as being a certified REO agent with Taza, Pyramid, HomePath, Equator, RES.NET, and Coldwell Banker, to name a few. I was Top REO agent for Coldwell Banker in 2017, 2018, and 2019. My average success on market is around 55 days. I'm knowledgeable about how to handle cash-for-keys (success ratio 90%). I offer full services on all assigned properties to secure and make the property presentable for sale. Once listed with the MLS I market the property on over 700 real-estate sites, as well as the vast database of Coldwell Banker. I also am in contact with several investors that I regularly do business with that are always looking to expand their portfolios.

### Technology Used

Pyramid, RES.NET, Equator, Radian, Xome, Cascade, Pruvan, Taza, Exceleras, Auction.com, Dot Loop, Hubzu

### Counties Served

Bergen, Hudson, Essex, Passaic, Morris, Middlesex, Monmouth

### Services Offered

REO Listings, Short Sale, Deed-In-Lieu, Valuation, Market Analysis

### Accreditations

Member National REO Brokers Assoc., Five Star Master Certificate, CCIM-Investment in Commercial Real Estate-Certificate, Equator REO & Short Sale, Coldwell Banker Global Luxury

### Diversity Classification

Five Star Diversity and Inclusion Certificate, Minority-Owned Business Certificate

CONTACT ME ONLINE

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# JENNIFER KUHN



**eXp Realty**  
10 S. New Prospect Road,  
Unit 3  
Jackson, New Jersey 8527  
732.300.5630 PHONE  
732.775.1113 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2004 IN REO SINCE: 2016 SHORT SALE SINCE: 2004

### Bio

I have been involved with REOs for almost eight years but have been working with distressed properties since 2005. My business consists of mostly representing institutional investors; my team and I manage typically over 100 assets on rotation. This includes all phases, from property preservation to hitting the market for sale. I have an extremely high success rate for negotiating cash-for-keys. We take pride in marketing our REOs with the same quality and marketability as we do our organic listings. We are diligent in providing accurate BPOs and ARVs to our clients along with a recommended course of action for each asset to the asset manager. I have gained a trusted network of vendors for construction, repairs, etc. Our HUB office is conveniently located in Central NJ to cover the entire state with pleasure and confidence!

### Technology Used

RES.NET, Pyramid, 54SD.com, Equator, etc

### Counties Served

All Counties of New Jersey

### Services Offered

BPOs, Construction Management, Listing, Contract to Close, Evictions, Occupancy Checks, and more!

CONTACT ME ONLINE

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www.JKSalesGroup.com WEBSITE

# PABLO LOPEZ

**Alliance Home Sales of New Jersey**  
3-5 Village Square East  
Clifton, New Jersey 7011  
973.277.0417 PHONE  
973.277.0417 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2005 IN REO SINCE: 2013 SHORT SALE SINCE: 2009

### Bio

I am the Broker/Owner of Alliance Home Sales of New Jersey, LLC, a private 100% minority-owned and operated real estate brokerage. Our mission is merely to be the best at what we do by providing effective and timely REO services to our clients. I bring years of experience as an REO agent, managing all aspects of the transaction. We perform occupancy checks, cash-for-keys negotiations, utility upkeep, and managing emergency repairs, all while maintaining excellent communication with asset managers, pre-marketing, and eviction specialists on every REO assignment.

### Technology Used

RES.NET, HomePath, HUD, Equator

### Counties Served

Passaic, Bergen, Essex, Hudson

### Services Offered

REO Listings, Short Sale, Deed-in-Lieu, Valuation

### Accreditations

CRS, ABR, SFR, e-Pro, RES.NET, Equator

### Diversity Classification

Minority-Owned Business, Hispanic

CONTACT ME ONLINE

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www.alliancehomesalesnj.com WEBSITE

**CHARLES MILTENBERGER**

**Carrington Real Estate Services (US), LLC DBA Vylla Home Atlantic City**  
3540 Atlantic Ave., Suite 203  
Atlantic City, New Jersey 8401  
609.338.9992 PHONE

**PROFESSIONAL EXPERIENCE**

IN REAL ESTATE SINCE: 2004 IN REO SINCE: 2013 SHORT SALE SINCE: 2012

**Bio**

Started real estate in 2004 after leaving a successful career in the food and beverage industry. After working for several companies, opened our own company, Jersey Atlantic Realty in Atlantic City, in 2011. Remained open until December 2020, then joined forces with Vylla Home because they are part of Carrington Real Estate Services, one of the leaders in REO servicing and technology. For the past 10 years, a major portion of my area of expertise has been in the distressed property management and liquidation industry. Currently the managing broker for Vylla Homes office in Atlantic City, New Jersey.

**Technology Used**

Well versed in all Microsoft products and utilize Office 365 for file management and team communication. Familiar and proficient on all REO platforms including, Equator, RES.NET, and Pyramid, to name a few.

**Counties Served**

Atlantic, Cape May, Cumberland, Ocean

**Services Offered**

Full-Service Realty

**Accreditations**

SFR

CONTACT ME ONLINE

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[www.vyllarealestatesouthjersey.com](http://www.vyllarealestatesouthjersey.com) WEBSITE

**ENSURE A QUICK TURN AROUND FROM ASSIGNMENT TO CLOSE**

- 10 YEARS REO, SHORT SALE, BPO EXPERIENCE
- SALES TEAM TRAINED IN REO MANAGEMENT AND FAST MARKETING
- PROFICIENT WITH REO DISPOSITION PLATFORMS
- 7 YEAR WORKING RELATIONSHIP WITH FANNIE MAE
- CERTIFIED SFR-SHORT SALE SPECIALIST
- CDPE-CERTIFIED DISTRESSED PROPERTY EXPERT

**CHARLES MILTENBERGER**  
**VYLLA-SOUTH JERSEY GROUP**

OFFICES IN ATLANTIC CITY & NORTHFIELD NJ  
MANAGING BROKER, BROKER SALESPERSON  
ATLANTIC CITY BRANCH – VYLLA HOME  
3540 ATLANTIC AVENUE SUITE 203  
ATLANTIC CITY NJ 08401  
OFFICE 609-428-6647  
CELL: 609-338-9992  
CHARLIE2NJ@GMAIL.COM

**BARBARA PAGELLA**

**Coldwell Banker Realty**  
130 Skyline Drive  
Ringwood, New Jersey 7465  
973.418.3516 PHONE

**PROFESSIONAL EXPERIENCE**

IN REAL ESTATE SINCE: 2006 IN REO SINCE: 2008 SHORT SALE SINCE: 2007

**Bio**

Serving New Jersey and New York. Twenty-plus years' experience in residential and Commercial real estate, as well as construction and project management. Immediate response for services, including initial inspections, occupancy, re-key, board-ups, utility service, ap, renovations, property management, tenant negotiations, and more. Management of large portfolios of properties from ground-up construction to renovation and tenant management. Residential and luxury certified.

**Counties Served**

New Jersey: Morris, Passaic, Bergen, Hudson, Sussex, Monmouth, Warren, Essex, Somerset, Union, Ocean. New York: Orange, Rockland, Westchester, New York

**Services Offered**

Residential and Commercial Real Estate Services, Property Management

**Accreditations**

CHMLS, Certified Luxury Specialist, Guild, CBRE, SFR, EPro, CDPE

CONTACT ME ONLINE

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[bpagella.sites.cbmoxi.com](http://bpagella.sites.cbmoxi.com) WEBSITE

# DAVID QUINONES



**Coldwell Banker Garden State Homes**  
26-02 Broadway  
Fair Lawn, New Jersey 7410  
201.280.1073 PHONE  
201.791.9000 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2000 IN REO SINCE: 2010 SHORT SALE SINCE: 2012

### Bio

Top Home Listing and Marketing Agent/ Broker. Making the transition from banking to real estate was effortless for David Quinones. David began his career as an Originating Mortgage Branch Manager with local banks like PNC Bank, Wells Fargo, Bank of America, and as a Loan Officer, providing financing solutions to VIP bank clients of high net worth. It was there where he networked with talented professional Realtors over the years who inspired him to pursue his real estate license. David's low-key, humble approach has made him an accomplished and trusted real estate advisor whose ultimate objective is seeing others succeed.

### Technology Used

Equator, RES.NET, Pyramid, 24 Asset Management Corp, Cascade, HUD, Premiere Asset Services

### Counties Served

Bergen, Passaic, Hudson, Essex, Union, Morris

### Services Offered

Listing

### Accreditations

Ranked #1 Northeast & #6 in the US by NAHREP, Certified Luxury Specialist, Platinum Level REALTOR Award 2016, 2017, 2018 & 2019, Serving Bergen County, most of Northern NJ & Rockland County NY.

### Diversity Classification

Hispanic

CONTACT ME ONLINE

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www.njreopros.com WEBSITE

# SAMY SABBAGH

**Century 21 Atlantic Professional Realty**  
508 New Jersey Ave, Suite 2A  
Absecon, New Jersey 8201  
609.517.1398 PHONE  
609-517-1398 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2001 IN REO SINCE: 2007 SHORT SALE SINCE: 2007

### Bio

Experienced Broker/Owner with a demonstrated history of working in the Real Estate industry. Skilled in Sellers, Buyers, Investments, New Home Sales, Short Sales, REO, and Asset Management, Strong Real Estate professional with over 19 years of experience. Samy has the knowledge, experience, and a committed group to complete all transactions with the highest standards of professionalism. Samy can help you buy or sell your home in Atlantic, Ocean, Cape May County, and the surrounding area. Samy has been a full-time REALTOR since 2001; Excellent negotiator, very detail-oriented, Samy is fluent in English and Arabic, and he resides in South Jersey. Samy is a Century 21 Service Award winner. He is also a Professional Short Sale negotiator, Accredited Buyer Representative, RES. NET, Pyramide, and EQUATOR Certified.

### Technology Used

RES.NET, Pyramid.com, Equator.com, Exceleras.com, iagent.aspengrove.net

### Counties Served

Atlantic, Ocean, and Cape May

### Services Offered

REO Residential. Multi-Family. Lots/Lands. Investment, 1031 exchange Light commercial. Asset Management. Strong negotiating skills. Cash for Key. Occupancy check.

CONTACT ME ONLINE

samy@c21atlanticpro.com E-MAIL  
samysabbagh.REALTOR WEBSITE

# GINA SAPNAR



**Opendoor**  
opendoor.com  
Asbury Park, New Jersey 7712  
609.649.2700 PHONE

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1996 IN REO SINCE: 2005 SHORT SALE SINCE: 2005

### Bio

I have 26+ years in the real estate industry, encompassing working with buyer/sellers, management, market launches, and building a national REO division. I have extensive REO experience working with major institutions on the disposition of assets. I have my broker's license in six states (CT, DE, FL, NJ, NY, and PA). I am currently working for Opendoor on the expansion for investors to purchase properties with ease, including REITS! Ask me how Opendoor can streamline your process!

### Technology Used

Equator, Pyramid Platform

### Counties Served

All of CT, DE, FL, NJ, NY, and PA

### Services Offered

National REO and default servicing from property assignment to close including OCC verification, CFK, scope/renovations, centralized payment/HOA/utility/violation management, and nationwide vendor list

CONTACT ME ONLINE

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WWW.OPENDOOR.COM WEBSITE

## FRANCESCA SINACORI

### Realty Mark Advantage

5744 Berkshire Valley Road, Suite 247  
Oak Ridge, New Jersey 7438  
908.303.4100 PHONE  
908.303.4100 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1989 IN REO SINCE: 2007 SHORT SALE SINCE: 2006

### Bio

I have 30+ years of experience in the real estate industry as a broker, investor, consultant, and trainer, and am a sought-after expert in the REO market. I have successfully represented banks, asset management companies, investors, buyers, and sellers in 1,000+ sales transactions and work tirelessly with asset managers from the time of the referral to the closing, including negotiating cash-for-keys, evictions and lock-outs, preservation and property management, overseeing rehab work, vacant property registrations, etc. I hold many REO certifications and hold myself to high ethical standards with the completion of every transaction. I manage and sell real estate and it is my passion!

### Technology Used

Equator, LPS Desktop Invoice Management, RES.NET, PAS, Exceleras, Pyramid, REOConnex

### Counties Served

Morris, Passaic, Sussex, Warren, Union, Bergen, Hunterdon, Somerset, Essex

### Services Offered

REO Listings, Property Management & Preservation, DIL, CFKs, Short Sales, Valuations, Market Analysis

### Accreditations

C-REPS

### Diversity Classification

Woman

CONTACT ME ONLINE

[njvaluations@gmail.com](mailto:njvaluations@gmail.com) E-MAIL

## NICHOLAS VERDI



### Option 1 Realty Group

456 Washington St.  
Newark, New Jersey 7105  
973.769.1009 PHONE  
973.623.1001 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 25 IN REO SINCE: 25 SHORT SALE SINCE: 16

### Bio

A lifelong resident of New Jersey, Nick Verdi is an esteemed agent with Option 1 Realty Group. Nick has been serving the residents of the northern and central New Jersey areas since the mid-1990s. His commitment and dedication have earned him the New Jersey Association of Realtors' Circle of Excellence award multiple times. Recognizing his goal was to help his clients accomplish their homeownership dreams as a knowledgeable and experienced listing agent, he set out to accomplish that for all clients he works with. Nick specializes in working with sellers, first-time homebuyers, investors, and those seeking luxury style homes. Nick also has extensive knowledge in the default section of the real estate industry where he has listed and sold hundreds of bank-owned homes and short sales.

### Services Offered

Full Real Estate Brokerage Services

### Accreditations

SFR, NRBA, NADP, USREOP, Equator agent Elite Certified, Pyramid premium, RES.NET, Exceleras, North Central Jersey Association of Realtors committee member (Grievance Committee), NJ Political action committee. Diversity, equity, and inclusion committee. NJAR Circle of Excellence, NJAR Commitment 2 Excellence designation.

### Diversity Classification

Member of NAR, NJAR, NAHREP, AREA, NAREB

CONTACT ME ONLINE

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## DAVID WAINWRIGHT, JR.



### RE/MAX Select

20 W. Main St.  
Rockaway, New Jersey 7866  
973.818.7100 PHONE  
973.818.7100 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1988 IN REO SINCE: 1990 SHORT SALE SINCE: 2000

### Bio

I have been in the real estate business for over 32 years. I have an in-depth knowledge of all types of properties, residential, commercial and development/redevelopment properties, and construction management. Thirty-two years' experience selling REO properties of all types and sizes. I am the head of RE/MAX Select REO Team, which has closed well over 500 REO properties. We are effective, efficient, well organized, and can navigate through all the complex issues and obstacles these properties sometimes come with. We have a good network of contractors that are willing to jump when we need them, especially in an emergency. We work extremely hard at staying on top and will be a good member of your team to revitalize and market your REO properties.

### Technology Used

Equator Premium, Pyramid Platform, Exceleras, Cascade, RES.NET, Matterport Technology, YouTube, Adobe PDF, DocuSign & DotLoop, Drone Aerial pictures, Licensed Drone Pilot

### Counties Served

Morris, Sussex, Warren, Hunterdon, Passaic, Somerset, Ocean, Bergen, Essex, Union, Middlesex

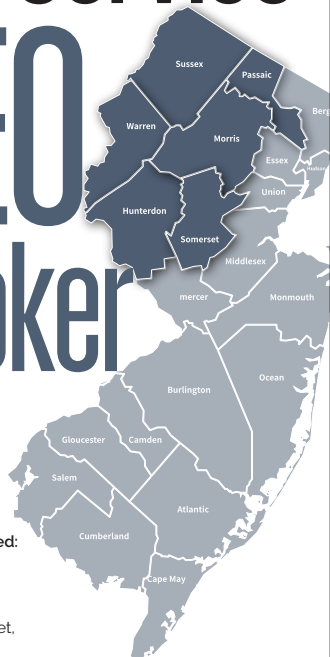
### Services Offered

REO, BPO, Short Sale, Rehab, Property Preservation, CFK

CONTACT ME ONLINE

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<https://rem.ax/davewjr7> WEBSITE

# North Jersey Full Service REO Broker



Counties Served:  
Morris, Sussex,  
Warren,  
Hunderton,  
Passaic, Somerset.

- 32 Years REO experience
- **Full service team with over 600 REO properties closed.**
- Efficient, organized & effective.
- **References available!**

#### Services Offered:

- BPOs
- **Construction Management**
- Listing
- **Contract to Close**
- Evictions
- **Settling of any Code Violations**
- Understanding Municipal Guidelines & standards
- **Occupancy Checks and more!**



**David P. Wainwright, Jr.**

REO Team Lead  
REMAX Select

20 W Main Street  
Rockaway, NJ 07866  
973-818-7100 cell  
reobroker@gmail.com

## KEVIN WALLACE

**MLS Direct Real Estate**  
1301 N. Kings Highway  
Cherry Hill, New Jersey 8034  
609.820.8947 PHONE  
856.857.1800 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1989 IN REO SINCE: 1990 SHORT SALE SINCE: 1990

### Bio

I have more than 33 years' experience in marketing and managing portfolio real estate. I started as a property manager for Casino Reinvestment Development Association in New Jersey in 1989 and ended up marketing and managing thousands of HUD assets, condemnation displacements, and bank REOs across 14 states. Last year for lenders, large portfolio investors, and hedge funds, my team facilitated, managed, and completed over 32 rehabilitation projects. National REO Trainer and Speaker. If you need a broker with knowledge and experience handing your portfolio, I am the No. 1 REO broker in the Northeast.

### Technology Used

Pyramid, Equator, RES.NET, Auction.com, Propertyware, Yardi P-260, TenD, 4th Dimension, HomePath

### Counties Served

New Jersey: Camden, Burlington, Mercer, Gloucester, Cumberland, Salem, Atlantic, Ocean, Monmouth, Middlesex, Union, Somerset, Hunterdon. Pennsylvania: Philadelphia, Delaware, Chester, Montgomery, Bucks, Berks, Lehigh, Northampton. Delaware: New Castle, Kent, Sussex.

### Services Offered

REO Listings, Short Sale, Deed-in-Lieu

### Accreditations

Pyramid, RES.NET, Equator, REOTrans

CONTACT ME ONLINE

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[www.hudview.com](http://www.hudview.com) WEBSITE

## YOON WHANG

**Safeway Realty Group LLC**  
426 Hudson St., Suite #2  
Hackensack, New Jersey 7601  
201.920.7968 PHONE  
973.894.3919 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: NJ IN REO SINCE: 2011 SHORT SALE SINCE: 2008

### Bio

I have been working professionally to sell and buy short sale and foreclosure residential real estate in north/central New Jersey for over 16 years. For years I have worked in REO asset companies such as RES.NET, Equator, SAM, ServiceLink, LPS, Quandis, and FNMA. In addition, I work with business/commercial sales and investment properties in both New York and New Jersey. I am a member of many major MLS. Recently, I joined the FORCE. I have a strong academic background and 13 years' experience in interior design and electrical design. With extensive professional experience, I can offer customized services and coordinate/consult minor necessary repairs with professional contractors, architects, and engineers. We are a HUD brokerage and have worked for many years with Dakota Asset Services.

### Technology Used

Equator, RES.NET, GSMLS, NJMLS, HUDSONMLS, Commercial MLS, LoopNet, Pyramid, HUDHOMESTORE.COM

### Counties Served

Bergen, Passaic, Hudson, Essex, Union, Morris, Sussex, Middlesex, Sormerset

### Services Offered

REO Listings, Valuation, REO Property Management, Eviction, Sheriff Lockout

### Accreditations

BPOR, REO Certified, Equator REO, BPO, RES.NET REO, HUD

### Diversity Classification

Minority-Owned Business

CONTACT ME ONLINE

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[WWW.SAFEWAYREALTYGROUPLLC.COM](http://WWW.SAFEWAYREALTYGROUPLLC.COM) WEBSITE

## BRIAN W. ZIEGENFUSS



**RE/MAX Connection**  
140 Bridgeton Pike  
Mantua, New Jersey 8051  
201.687.6693 PHONE

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1999 IN REO SINCE: 2008 SHORT SALE SINCE: 2007

### Bio

Providing excellent service at the highest level in property and construction management while consistently maintaining 98.9% on-time tasks and along with a 95+% BPO to sales price ratios with shorter DOM compared to the county average. My proficiency rating currently today is 99.5%. I have a successful proven system I could apply to thousands of assets at one time and duplicate these results. On-time, sold faster, and for more money. Do you think that could help your bottom line?

### Technology Used

Top Producer, HomeSteps Connect, Exceleras, Cascade.Solutionstar.com, RES.NET, Pyramid Platform, VRM, HUDhomestore.com, 54sd.com, Equator.com

### Counties Served

All of New Jersey; just ask us how.

### Services Offered

Construction management, credit up to \$150,000 per month in carrying costs, cash-for-keys, evictions, in-house accounting for billing (i.e., utilities, maintenance, etc.)

### Accreditations

CDPE, REO Specialist, Equator certified, RES NET certified, NRBA, Five Star

### Diversity Classification

Multicultural

CONTACT ME ONLINE

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## CHANA COHEN

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## ROBERT DANATZKO

**Coldwell Banker Robert Michael Realty**  
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## MICHAEL DOEPKER



**Realty Mark Advantage**  
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## OSCAR MARINO



**Royal Signature Realty**  
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# REO Red Book

MAKING  
CONNECTIONS IN

# NEW MEXICO



# MELINDA BAISA



**Berkshire Hathaway HomeServices New Mexico Properties**  
6711 Academy Road NE,  
Suite B  
Albuquerque, New Mexico  
87109  
505.453.6264 PHONE

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1998 IN REO SINCE: 1999 SHORT SALE SINCE: 2005

### Bio

I have assembled a proven team of loan officers, legal experts, home warranty experts, contractors, and appraisers to assist in the sale of your properties. My strong moral and ethical standards will provide service with the standards you have a right to expect. I have garnered the knowledge to analyze any problems that may arise in the transaction and will develop a plan to ensure a successful sale and funding making the transaction as trouble-free and quick as possible.

### Technology Used

RES.NET, LPS, Equator, Pyramid, iClear

### Counties Served

Bernalillo, Sandoval, Valencia, Santa Fe, Torrance

### Services Offered

Marketing, Sales, Property Preservation, Security Stabilization, Valuation Services, Trash-Outs, Loss Mitigation Services, Pre-foreclosure Services/Analysis, Property Management

### Accreditations

NAR

CONTACT ME ONLINE

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[www.CallMelinda.com](http://www.CallMelinda.com) WEBSITE

# PAIGE COCHRAN

**Keller Williams**  
505-500-2041 PHONE

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: IN REO SINCE:

### Bio

Paige Cochran and Paul Duran have an REO team with a combined total of 51 years of experience in real estate and 47 years selling REO listings. Each member within our team has a specific role and is specialized in what they do. For example, our in-house marketing team focuses on marketing our homes to the community and investors. We also have a buyer's agent who specializes in selling our REO listings, and who is always available to answer questions, pre-qualify our buyers and show our listings. Paige and Paul have very high standards and make sure everything is done to our standards. Our high level of activity within the market ensures that we are kept up to date on the market and are extremely knowledgeable about the many factors affecting current market conditions. We also pride ourselves on keeping up with the latest technologies, as we work on many different platforms and are able to quickly learn new platforms when needed. With experience in building, development and commercial asset disposition as well, cost determinations and residential valuations, someone within our group will always have the knowledge and resources to solve any problems necessary in order to facilitate the sale.

CONTACT ME ONLINE

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# JEREMIAH COLLINS



**Coldwell Banker Legacy Realtors**  
10300 Cottonwood Park NW  
Albuquerque, New Mexico  
87114  
505.710.5478 PHONE  
505.710.5478 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1999 IN REO SINCE: 2000 SHORT SALE SINCE: 2001

### Technology Used

Equator, RES.NET, REO Maestro, DispoSolutions, Pyramid, LPS Desktop Invoice Management, Quandis, VRM, Yardi, EMS, Broker Brain

### Counties Served

Bernalillo, Sandoval, Valencia, Torrance, Santa Fe

### Services Offered

REO Listings, Short Sale, Deed-in-Lieu, Valuation, Market Analysis

### Accreditations

CDPE Equator, Platinum Equator REO, Equator Short Sale, REOTrans, RES.NET AMP, RDCPro, CCIM designate

CONTACT ME ONLINE

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[www.searchforsalehomes.com](http://www.searchforsalehomes.com) WEBSITE

**ELAINE JOHNSON**

**RE/MAX Classic Realty**  
2805 Doral Court  
Las Cruces, New Mexico 88011  
575.644.5345 PHONE  
575.556.7000 CELL

**PROFESSIONAL EXPERIENCE**

IN REAL ESTATE SINCE: 1995 IN REO SINCE: 1997 SHORT SALE SINCE: 1997

**Bio**

I am a full-time broker and about 30 years' experience in distressed property marketing and sales. I have two assistants, maintenance/rehab personnel, and technology staff. I am past President of the Las Cruces Multiple Listing Service and past board member of the same organization. Most of my business is by referral/REO. Seventy-five percent of all my sales are REO, reverse mortgages, and short sales. Now Five Star Mastery REO Certified.

**Technology Used**

Active online, cloud, and social media

**Counties Served**

Dona Ana, Otero, Luna, Sierra, Eddy

**Services Offered**

REO, Reverse Mortgage, Short Sales, Tradition

**Accreditations**

Five Star Master Certification, Dave Ramsey ELP, ABR, GRI, CRS, CRB, Buffini Certified Mentor, Distressed Property Expert, REO Certification

**Diversity Classification**

Woman-Owned Business

**CONTACT ME ONLINE**

[elaine@elainejlc.com](mailto:elaine@elainejlc.com) E-MAIL

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**ESTHER PURKEY**

**McDaniel Home Solutions**  
110 E 10th St  
Roswell, New Mexico 88201  
575-626-0249 PHONE  
575-208-0548 CELL

**PROFESSIONAL EXPERIENCE**

IN REAL ESTATE SINCE: 13 IN REO SINCE: 10 SHORT SALE SINCE: 2012

**Bio**

I have been a Realtor for 13+ years and have spent the past 10 of those years in the REO/foreclosure business and works with several different vendors. I have been a Top Producer in my local Association the last 10 years and has served as Association President for two different terms. I am currently serving my second term as the Southeast District Vice President of the New Mexico Association of Realtors and my second year on the Professional Standards Committee for the National Association of Realtors. I am the Qualifying Broker at McDaniel Home Solutions and manage 9 other Brokers.

**Technology Used**

Pyramid Platform, Exceleras, HomestepsConnect, Res.net

**Counties Served**

Chaves, Eddy, Curry, Roosevelt

**Services Offered**

REO listings, BPOs, short sales, occupancy checks, trashouts, valuations

**Accreditations**

C2Ex(R), Epro(R)

**CONTACT ME ONLINE**

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[estherpurkey.realestate](http://estherpurkey.realestate) WEBSITE

**REO Red Book**

**MAKING  
CONNECTIONS IN**

**NEW YORK**



# RAFI AHMAD



**GMA Enterprise**  
121-18 Liberty Ave.  
South Richmond Hill,  
New York 11419  
917.560.5782 PHONE  
718.322.4030 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2004 IN REO SINCE: 2006 SHORT SALE SINCE: 2008

### Bio

I continuously provide high-quality service to sellers, buyers, and lenders in these areas. All due diligence are done upfront prior to contract. As a result, contract to closing becomes a smooth transaction, with no surprises. I have developed a strong ongoing relationship with hundreds of clientele and investors. I also have a vast data base of professionals, i.e. attorneys, restoration and landscaping companies, etc. I am experienced in all the various types of real estate sales, including REO, HAFA and NON HAFA short sale, estate sale, lien sale, distress (foreclosure) sale, commercial sale, etc. My average production is over 1,000 transactions, with an extensive base of sellers, first-time and seasoned mortgage buyers, cash buyers, and investors.

### Technology Used

Specialized Brokerage CRM (Desktop and Mobile), RES.NET, Equator, Exceleras

### Counties Served

Queens, Kings, New York, Richmond, Bronx, Suffolk, Nassau, Westchester, Rockland, Orange, Putnam, Dutchess, Sullivan, Ulster, Delaware, Albany, Schenectady, Green, Columbia

### Services Offered

REO listings, Short Sale, Deed-in-Lieu, Market Analysis, Valuation

### Accreditations

1. Master Certification - The Five Star Academy, 2. Agent Elite - Equator, 3. RES. NET Certification, 4. Certified BPOR, 5. Certified SRS, 6. Certified SFR

### Diversity Classification

Minority-Owned Business

CONTACT ME ONLINE

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www.gmahomes.com WEBSITE

# DEBORAH BACCHUS



**My Dream Home Realty Inc.**  
223 B Westside Ave.  
Freeport, New York 11520  
347.386.5868 PHONE  
347.386.5868 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1992 IN REO SINCE: 2003 SHORT SALE SINCE: 2001

### Bio

I have been a real estate broker/owner since 2003, and a licensed agent since 1992. I have gained extensive knowledge and experience in short sales, REOs, BPOs, estate sales, traditional sales, marketing relocation, and renovations. In that time, my team and I have completed over 15,000 closed transactions and continue to average 200-300 BPOs per week. Massive media promotions and work with a large network of buyers and buyer's leads. I stay abreast of the latest technology and changes in the industry to help in providing the greatest possible level of professional service for the highest possible return on assets and to educate my team to be knowledgeable and to work beyond expectations.

### Technology Used

Rio Genesis, Equator, RES.NET, Cascade, Pyramid, REO Central, LPS

### Counties Served

Nassau, Suffolk, Queens, Kings, Westchester, and the Bronx

### Services Offered

REO, BPO, Preservation, Traditional Sales, Estate Sales, Marketing, and Sales

### Accreditations

Master Certification from Five Star, Certified by Equator, RES.NET, Pyramid, NRBA Member, FORCE Member, REOMAC Member, (now known as National Association of Default Professionals), NADP, ERN (Elite Real Estate Network).

### Diversity Classification

Minority-Owned, Woman-Owned

CONTACT ME ONLINE

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mydreamhome.realty.net WEBSITE

# RYAN BENN



**Keller Williams Realty**  
400 Garden City Plaza  
Garden City, New York 11530  
347.256.8851 PHONE

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2/12/05 IN REO SINCE: 9/21/20 SHORT SALE SINCE: 9/20/17

### Bio

Talented Realtor with exceptional marketing skills and property sales background. Enthusiastic professional with ability, drive, and determination needed to succeed in new business development. Excellent communicator skilled at relating with people at all levels and offering flexibility of working well on teams or individually. Versatile, results-oriented Realtor with extensive experience in corporate real estate. Demonstrated history of customer service excellence, business acumen, and strategic-planning ability. Applies collaborative approach to leadership, fostering team-oriented environment. Accomplished at employing diverse property sales tactics. Realtor specializing in residential and commercial transactions. Proficient in identifying client needs while adhering to strict deadlines.

### Technology Used

Realtor Property Resource, Home Snap, Collab, Remine, Geo Data, Property Shark, and Loop Net

### Counties Served

New York County, Kings County, Queens County, Nassau County, and Suffolk County.

### Services Offered

Sales in NY

CONTACT ME ONLINE

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## JANICE CARRASCO



**NOVACARR Realty Corp.**  
5273 Route 9W, Suite B  
Newburgh, New York 12550  
845.485.6682 PHONE  
845.337.2817 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1998 IN REO SINCE: 2001

### Bio

Principal Broker & President of NextHome NOVACARR Realty. With more than 19 years' REO experience, I have assembled an experienced REO team proficient in all aspects of the default servicing industry. We prepare quality Broker Price Opinions, often within a 24- to 48-hour turnaround. We offer loss mitigation as well as short sale services. Property preservation (trash-outs, re-keys, cleaning services, lawn maintenance, and repairs). Property rehab projects, property security services: evictions, cash-for-keys/rent-for-keys negotiations, fast re-keys, and securing services. Our company handles traditional listings, sales and marketing of residential properties, regardless of status. Our professional services completed in a timely manner.

### Technology Used

Equator, RES.NET, Exceleras, Pyramid, LPS Desktop

### Counties Served

Dutchess County, Orange County, Putnam County, Rockland County, Ulster County

### Services Offered

All aspects of Residential REO

### Accreditations

Buyer Representative, Broker Price Opinion Specialist, Military and Relocation Professional, Pricing Strategy Advisor, Real Estate Negotiation Expert, Resort and Second Home Specialist. Certified: Real Estate Pricing Specialist, Five Star Academy Master Certification

### Diversity Classification

Minority-owned, female-owned

CONTACT ME ONLINE

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nexthomenovacarrrealty.com WEBSITE

## MIKE CARROLL



**RE/MAX Best**  
575 Sunrise Highway  
West Babylon, New York 11704  
631.321.9203 PHONE  
631.321.9203 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1984 IN REO SINCE: 1989 SHORT SALE SINCE: 1989

### Bio

Mike Carroll is a veteran RE/MAX professional who has been part of the network for over 35 years. He is a savvy real estate professional who understands markets and trends. We are fully computerized, fully digital, email literate, and ready to get the job done quickly and efficiently. We currently provide REO services to clients throughout the country. Mike is an expert and leader in this specialized area of real estate and he works closely with many lenders, attorneys, financial advisors, accountants, and real estate professionals to sell these properties quickly and profitably. Previous expertise handling REO properties has groomed him for tremendous success in handling estates, vacant properties, and properties that require special handling and maintenance.

### Technology Used

Equator, RES.NET, Pyramid, Exceleras, 54SD, Assetval, Keylink, Keystone, REO Central, SingleSource, Homepath, Xome

### Counties Served

Nassau County, Suffolk County

### Services Offered

REO Listings, Short Sale, Valuation, Market Analysis

### Accreditations

Replace with: Accredited Commercial Practitioner, Certified Distressed Property Expert, DispoSolutions- Exceleras, Equator Platinum Agent REO, REO Certified. HUD Certified

### Diversity Classification

Diversified office

CONTACT ME ONLINE

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## ANTHONY FERNANDEZ



**Century Homes Realty Group**  
34-36 Union St.  
Flushing, New York 11354  
646.681.4431 PHONE  
718.886.6800 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2005 IN REO SINCE: 2015 SHORT SALE SINCE: 2007

### Bio

We serve five New York downstate counties. We are Pro Homeworks, a team of real estate agents at Century Homes Realty Group with 30+ years collective experience and a network of lenders, attorneys, inspectors, and more to maximize your advantage in the marketplace. 2020 stats averaging 105% BPO to sale and 103 days on market.

### Technology Used

Pyramid, CoreLogic iClear, Aspen Grove, Equator, DispoSolutions, RES.NET, Exceleras, Realtor Property Resource, Property Shark, GeoData, Google Workspace for Business, CRM, MailChimp

### Counties Served

Queens, Kings(Brooklyn), Nassau

### Services Offered

REO Listings, Short Sale, Deed-in-Lieu, Valuation

### Accreditations

Graduate Realtor Institute, Seller Representation Specialist, Certified Distressed Property Expert, Short Sales & Foreclosure Resource, Equator Agent Elite

### Diversity Classification

Minority-Owned Business; Hispanic

CONTACT ME ONLINE

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www.prohomeworks.com/home/reoteamdeck WEBSITE

# KAMLA JAIKARAN



## NY Home Ventures

97-13 125 St.  
S. Richmond Hill, New York  
11419  
718.986.6517 PHONE  
718.986.6517 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2003 IN REO SINCE: 2003 SHORT SALE SINCE: 2005

## Bio

Kamla Jaikaran is the Broker/Owner of NY Home Ventures with over 19 years experience, specializing in REO sales and management, serving NY Metro area and Long Island. We specialize in aged and high-risk assets. We have full-time, trained REO staff familiar with every aspect of the REO process providing the highest quality of service to each and every client. Our response time is excellent and enables others to meet deadlines. Our extensive knowledge of the real estate industry allows me to make a lasting contribution to the transactions and actively resolve any and all problems. You need not look any further for a skilled individual with experience, integrity, proficiency, devotion. We have always executed exceedingly above and beyond the standards that the real estate industry has set.

## Technology Used

Equator, RES.NET Pro Plus, Pyramid Platform, LPS Invoice Management, Disposolutions, Exceleras

## Counties Served

Queens, Brooklyn, Bronx, Nassau and Suffolk

## Accreditations

Equator Certified, RES.NET Certified

CONTACT ME ONLINE

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# KENNY KISSOON

## Homes of NY Realty, Inc

124 - 17 101 Avenue, 1st floor  
Richmond, New York 11419  
3477237158 PHONE  
3477237158 CELL

## PROFESSIONAL EXPERIENCE

## Bio

30 years of experience in marketing and selling properties in the most efficient and profitable manner. This results in being able to foresee problems and proactively solve them before they happen. I decrease carrying expenses while maximizing the net sales price for each asset while closing in the shortest amount of time possible.

- 30 Years of REO, SHORT SALE & RE experience
- Marketed and sold over 500 REO assets
- Average days on market 38.8, market average 61.7 (2021 stats)
- Average list to sales price ratio 97.97%, market average 95.83% (2021 stats)
- Historic 95% CFK success rate on over 175 assets
- Personally completed over 2000 BPOs
- Hundreds and Hundreds of property inspections

## EO GUARANTEES:

These are bold guarantees to make, but I believe this is a standard that everyone should have. Whether it is closing on time, task management, or good communication - What allows me to keep this standard is not taking on more than I can handle.

- 4-Hour turnaround time on urgent BPO request
- 24-Hour turnaround time on normal BPOs
- Occupancy checks within 24-Hour
- 1-Hour Communication Guarantee

CONTACT ME ONLINE

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[www.homesofnyrealty.com](http://www.homesofnyrealty.com) WEBSITE

# JANET KNOPP

## Capital Region Preferred Properties

383 Delaware Ave.  
Delmar, New York 12054  
518.522.1536 PHONE  
518.522.1536 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1997 IN REO SINCE: 2001 SHORT SALE SINCE: 1999

## Bio

I am a real estate broker with offices serving the Albany and Syracuse areas in New York. I have over 25 years' experience serving the distressed community in a full-service capacity with an experienced staff.

## Counties Served

Albany, Rensselaer, Greene, Columbia, Saratoga, Schoharie, Herkimer, Oneida, Onondaga, Oswego, Madison, Cayuga

## Services Offered

REO Listings, Short Sale, Deed-in-Lieu, Valuation, Market Analysis

CONTACT ME ONLINE

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[www.crpreferredproperties.com](http://www.crpreferredproperties.com) WEBSITE

## STEVEN PAGANO



**Pagano Properties**  
33 South Service Road  
Jericho New York 11753  
631.379.0753 PHONE

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2008 IN REO SINCE: 2008 SHORT SALE SINCE: 2009

### Bio

I have been a member of the Five Star FORCE Advisory Board since 2017. With over 20 years in the banking sector and more than 10 decades servicing REO clients, I will ensure effective and timely communication and best practices in coordinating your assets' efficient and timely disposition. I specialize in all aspects of the default market transaction, including asset valuation and preservation, cash for keys, marketing, inspection, etc. In addition to working with REO, short sale, HUD, estate sales, judicial, and private equity firms, I am also a speaker for investment groups focusing on real estate.

### Technology Used

RES.NET, Equator, Exceleras, Pyramid, LPS Desktop Invoice Management, Counties Served, Bronx, Brooklyn, Colombia, Delaware, Dutchess, Greene, Manhattan, Nassau, Orange, Punam, Queens, Rockland, Staten Island, Suffolk, Sullivan, Ulster, Westchester, Services Offered, REO and short sale disposition, valuation, cash for keys, loss mit, eviction support, Accreditations, RES.NET, Equator Platinum, Equator REO, Equator Short Sale

### Counties Served

Honolulu, Maui, Kauai, Hawaii

### Services Offered

REO listings, short sale, deed-in-lieu, valuation, market analysis

### Diversity Classification

Women-Owned Business, Minority-Owned Business

### Accreditations

RES.NET, Equator Platinum, Equator REO, Equator Short Sale, Five Star FORCE Advisory Council

CONTACT ME ONLINE

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## JEEWAN PERSAUD



**JapHomes**  
215-09 Jamaica Ave.  
Queens Village, New York  
11428  
718.219.9011 PHONE  
718.465.2999 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2000 IN REO SINCE: 2005

### Bio

I am the Broker/Owner of JAPHOMES, formerly an Associate Broker at Crossroads Properties with 19+ years' experience in the real estate industry. In the past 15+ years, I specialized in REO listings, REO management, short sales, and valuations/BPOs. I am certified with RES.NET, NRT REOExperts, Pyramid Platform, and Equator, I am a Platinum REO Agent and HUD agent. I marketed and sold countless REO and short sale assets. I have a 95% CFK ratio. I also coordinate evictions with sheriffs/marshals, providing locksmith and rekey properties immediately. My objective is to market and sell your assets for the highest price in the shortest amount of time. My staff and I are dedicated and committed, providing quality services to every client.

### Counties Served

Queens, Kings/Brooklyn, Nassau, Suffolk, Bronx, Westchester, Orange, Staten Island

### Services Offered

REO management, short sale, valuation, market analysis

### Accreditations

RES.NET, NRT REO Expert, CoreLogic, Equator, REOMAC, HUD, Pyramid Platform, USRES

CONTACT ME ONLINE

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## KRIS RAMDAT



**REO Integration Inc.**  
300 White Plains Road, 1st floor  
Bronx, New York 10473  
917.861.2226 PHONE  
718.231.8900 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2000 IN REO SINCE: 2006 SHORT SALE SINCE: 2002

### Bio

REO Integration Inc. is fundamentally geared to provide the prerequisites of the default service industry within the local area. From our combined years of experience of successfully handling distressed/default properties, we stringently manage the unique, specialized process of servicing properties through their initial occupancy, relocation negotiation, marketing, contract negotiation, and final sale disposition. Our combination of services bridges the gap between all parties involved which maximizes our clients' overall returns and enhances the service turnaround time.

### Technology Used

REOcentral, Equator, RES.NET, LPS Desktop Invoice Management, Exceleras, Aspen Grove, Pyramid Platform, CoreLogic.

### Counties Served

New York Counties: Bronx, Queens, Brooklyn, Westchester, Rockland, Orange, Suffolk, Nassau

### Services Offered

GRI, Five Star Master Certification, RES.NET Certified, Equator Certified, RDCPro

### Accreditations

Graduate, REALTOR<sup>®</sup> Institute (GRI), Five Star Master Certification, RES.NET Certified, Equator Certified, RDCPro. Member of: National Association of REALTORS; NYS Association of REALTORS; Hudson Gateway Association of REALTORS, Inc.; OneKey Multiple Listing Service, Inc.; The Five Star Institute Federation of REO Certified Experts (FORCE)

### Diversity Classification

Certified U.S. Small Business, Division of Minority & Women's Business Development

CONTACT ME ONLINE

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[www.reointegration.com](http://www.reointegration.com) WEBSITE

# MICHAEL SANTANGELO



**Robert DeFalco Realty**  
486 Main Street  
Staten Island, New York 10307  
(917) 885-3610 PHONE  
7186059300 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1988 IN REO SINCE: 1995 SHORT SALE SINCE: 1999

### Bio

Michael Santangelo and staff have been marketing on managing REO Properties for over 25 years . Robert Defalco realty offers 5 convenient locations located from New Jersey To New York New York we cover Staten Island, Brooklyn, Manhattan , and New Jersey . I am a member of 4 MLS SIBOR,MOBOR,BBOR, CJML7S. Facing FORECLOSURE and don't know where to turn? Don't wait until it's too late! I can help you avoid foreclosure. Introducing NY NJ Foreclosures and Short Sales. My company is a 'Default' service company specializing in Short Sale Negotiation's, Deed In Lieu Services, Foreclosure services, BPO services, REO Services, Property Preservation Services, and many more 'default' services. In today's market with all the online auctions going on, you need to be guided from an expert on how to win that bid. Most properties are being sold occupied so you need to know what type and if vacant or occupied. As a NYS Licensed Real Estate Broker Associate and NJ Licensed Real Estate Salesperson with Robert Defalco Realty, I specialize in all aspects of real estate from Luxury Sales, Commercial Sales, Residential Retail Sales, Land Sales, Commercial Leasing plus all 'default' services. If looking for a Bank Owned (REO), Foreclosure, Short Sale, or Retail sale, call me or go to my bidding website and place a bid on one of the many Auction Sales links currently scheduled. Interested in knowing more? Give me a call today. www.foreclosuresandshortsales.com

### Technology Used

Res Net, Pyramid. Equator, 54 Collaborate, Disposolution, compushare ,

### Counties Served

Richmond, Kings, New York, Monmouth , Union , Ocean

#### CONTACT ME ONLINE

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[www.nynjforeclosuresandshortsales.com](http://www.nynjforeclosuresandshortsales.com) WEBSITE

# RJ SANTIAGO



**Buy Rite Home Sales**  
151-20 88th St., Suite Lk  
Howard Beach, New York 11414  
718.322.4700 PHONE  
718.559.5050 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1984 IN REO SINCE: 1999 SHORT SALE SINCE: 1999

### Bio

Buy Rite Home Sales is located in Queens County, New York. I have more than 20 years of experience in marketing and managing REO properties throughout NYC, Long Island, and Lower Westchester county. We have a trained full-time REO staff proficient in all aspects of servicing REO assets. Our experienced REO vendor network of licensed professional contractors are capable of handling all bids, repairs, and property preservation services. Funds are available to cover repairs, utilities, and CFK on behalf of my clients. A team of full-time buyer's agents who are fluent in Spanish and Bengali are ready to sell your assets. To ensure the highest sales price, all properties are aggressively marketed to homeowner buyers, investors, and buyer's agents.

### Technology Used

Pyramid, Equator ID#197626, RES.NET ID#52828, REO Genesis, Exceleras, Realty Pilot, LPS, Clear Capital, Altisource

### Counties Served

Queens, Kings, Bronx, Nassau, Suffolk, New York, Westchester

### Services Offered

REO Listings, Short Sale, Deed-in-Lieu, Valuation, Market Analysis

### Accreditations

Five Star Master Certification, GRI and SFR Designations, Equator Certification, CDPE

### Diversity Classification

Minority-Owned Business, Hispanic

#### CONTACT ME ONLINE

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# ANDY SARRAZIN



**SPOT REO**  
1177 6th Ave., 5th floor  
New York, New York 10036  
917.530.6131 PHONE  
917.530.6131 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 16 IN REO SINCE: 12 SHORT SALE SINCE: 2008

### Bio

I am a well-experienced real estate broker in NYC with documented sales that spans from land to luxury. I am up to date on ever-changing distressed market cycles and have adapted my day-to-day activities accordingly. With the help of my team we manage, protect, preserve, and liquidate your nonperforming assets effectively and are well funded to meet emergency expenses on demand. Maintain active prime membership across multiple platforms. Strong database of local vendor for all inspections, preservation, and repairs. Diverse list of investors available to accept all property types at all price points. Stellar Relationships with several financial institutions, multiple lenders, and asset managers. References made available on demand. Luxury, multifamily, co-op, condo, and land REO asset sales sold just as effectively.

### Technology Used

All

### Counties Served

Bronx (The Bronx), Kings (Brooklyn), New York (Manhattan), Queens (Queens), Richmond (Staten Island)

### Services Offered

All things real estate, all day

#### CONTACT ME ONLINE

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<https://andysarrazin.com> WEBSITE

## KELLY SHARIFIPOUR (DARBY)

**Darby Real Estate of NY, Inc.**

1971 Western Ave., #125  
Albany, New York 12203  
518.322.8863 PHONE  
518.444.3004, Ext. 1 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2001 IN REO SINCE: 2001

### Bio

Twenty years' experience specializing in residential/multifamily short sales, and foreclosure properties and covering New York State. RES.NET experienced, Equator certified & experienced, BPO certified, adaptable and experienced with uses of technology in asset disposition. Services: Complete REO/asset management services, complete broker price opinion, re-keys completed within 24 hours, utility services within 24 hours, CFK checks, bid estimates, full renovation projects, lockbox install, set and confirm appointments, maintain security procedures, place the property on the Multiple Listing Service for maximum exposure to other agents. Includes internet marketing plan through GCAR, NYS MLS, Realtor.com, and syndicated to several other real estate websites. Provide scheduled marketing and activity reports, negotiate purchase agreements, submit accepted contract with all required addendums, facilitate the transaction by coordinating lenders, appraisers, inspectors, title companies, and other agent and buyers.

### Technology Used

Equator, RES.NET, Pyramid Platform

### Counties Served

Albany, Columbia, Oswego, Washington, Hamilton, Schuyler, Montgomery, Seneca, Delaware, Greene, Warren, Sullivan, Schenectady, Schoharie, Orange, Otsego, Brooklyn, Rensselaer, Nassau, Rockland, Ulster, Saratoga, Dutchess, Suffolk, Queens, Westchester.

**CONTACT ME ONLINE**

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[www.DarbyRE.com](http://www.DarbyRE.com) WEBSITE

## CHIMEODO UCHE

**ERA Top Service Realty**

108-20 227 St.  
Queens Village, New York 11429  
866.244.6363 PHONE  
866.244.6363 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2006 IN REO SINCE: 2007

### Technology Used

Aspen Grove, Equator, RES.NET

### Counties Served

Queens, Brooklyn, Nassau

### Accreditations

CSSS, PSC, Pre-Foreclosure Specialist  
Certified, Foreclosure Agent

**CONTACT ME ONLINE**

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[www.eratopservice.com](http://www.eratopservice.com) WEBSITE

## MICHAEL WILSON

**Michael Wilson Realty**

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716.250.5400 PHONE  
716.912.8770 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1999 IN REO SINCE: 1999 SHORT SALE SINCE: 2007

### Bio

Largest REO/BPO company in the Western NY area. That would be Buffalo, Niagara Falls. Basically west of Rochester from the lakes to the PA line. We have an amazing staff that has been with us for years. Give us a call; even better give us a property.

### Counties Served

Erie, Niagara, Allegany, Cattaraugus, Chautauqua, Wyoming. Many other counties.

### Services Offered

REO/BPO

### Accreditations

NRBA

**CONTACT ME ONLINE**

[michael@michaelwilsonrealty.com](mailto:michael@michaelwilsonrealty.com) E-MAIL  
[www.michaelwilsonrealty.com](http://www.michaelwilsonrealty.com) WEBSITE

# TODD YOVINO



**Island Advantage Realty**  
360 Motor Parkway,  
Suite 200A  
Hauppauge, New York 11788  
516.819.7800 PHONE  
631.820.3400 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1988 IN REO SINCE: 1989 SHORT SALE SINCE: 03

## Bio

Mr. Yovino, Broker/Owner of Island Advantage Realty, has spent his 34-year tenure in the industry developing and perfecting systems for successful REO management and disposition. Having a robust presence in the retail real estate market, Yovino brings creative and current marketing strategies to the forefront of asset liquidation to support maximum execution of each asset. Being a prominent local residential builder, Yovino leverages his understanding of construction to develop innovative and highly effective repaired strategies to create additional lift for his valued clients. Having a sales force of approximately 150 agents and associate brokers, Island Advantage Realty has consistently been among the top transactional offices in downstate NY for decades.

## Technology Used

Island Advantage Realty is fluent in all current systems that our client have adopted. We also have built out our own proprietary technology that helps to run and operate day-to-day operations.

## Counties Served

Nassau, Suffolk, Queens, Brooklyn, Bronx, Manhattan, Staten Island, Westchester, Rockland

## Services Offered

Property Management, Construction Management, all phases of default from first payment default through liquidation

## Accreditations

Equator Agent Elite, Advanced Evaluations Certification, REO Best Practices Certification, RES.NET Certified, REOMAC Member and USREO Partners

### CONTACT ME ONLINE

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www.islandadvantage.com WEBSITE

# NIRAJ GHAI

**Rare Holdings, LLC**  
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# REO Red Book

MAKING CONNECTIONS IN

# NORTH CAROLINA



## ELLEN J. BECKER



**Ellen Becker Realty, Inc.**  
278 River Reach Drive  
Swansboro, North Carolina  
28584  
910.340.5148 PHONE  
910.340.4040 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1985 IN REO SINCE: 1995 SHORT SALE SINCE: 1995

### Bio

I have been a Broker/Realtor in the eastern North Carolina area for 30+ years. I am a member of the Jacksonville (Onslow County) Board of Realtors and the North Carolina Regional MLS, which covers the eastern half of NC. I currently handle properties in the counties of Onslow, Pender, Duplin, Jones, Craven, Pamlico, Lenoir, and Carteret. At the local level of the Board of Realtors, I have been President, VP, Secretary, and Director, and have served on several committees. As owner of my own firm, Ellen Becker Realty, Inc., I am working almost exclusively with REO properties. Current clients include Fannie Mae (regular and HECM), Veterans Affairs, USDA, LRES, XOME, Reverse Mortgage Solutions, Hudson Homes, Single Source, Bayview, Selene Finance, PNC Bank, Covius, Community Loan Servicing, Planet Home Lending, Radian and Fay Servicing.

### Technology Used

Equator, RES.NET, Cascade, Pyramid Platform, VRM, LPS, Exceleras, NC Regional MLS, Yardi, REO Network

### Counties Served

Onslow, Pender, Duplin, Jones, Craven, Pamlico, Carteret, Lenoir, Wayne in eastern North Carolina

### Services Offered

REO listings, BPOs

### Accreditations

SRS, Equator Certified, SFR, VRMU REO Certified, RES.NET Certified, HUD certified

### Diversity Classification

My company is woman-owned and veteran disabled owned.

CONTACT ME ONLINE

[ellenbeckerrealty@gmail.com](mailto:ellenbeckerrealty@gmail.com) E-MAIL

## THOMAS BOHLMANN



**Bohlmann & Bohlmann LLC**  
6470 Rogers Road  
Rolesville, North Carolina 27571  
919.434.4100 PHONE  
919.434.4100 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1993 IN REO SINCE: 1993 SHORT SALE SINCE: 2007

### Bio

Tom has been in REOs/re-investments since 1993. Average 50-65 REOs per year (as high as 120 in 2008). Personally flipped over 500 homes in 30 years and owns/manages rental property portfolio. Also manage over 500 acres of timber tracts in Eastern NC. Tom specializes in maximizing financial recoveries to meet and exceed reserve prices and minimize negative effects on communities. Occupancy checks, BPO/CMA, and REO services has been our core business since 1993. We know the Central North Carolina markets. Occupancy checks several times in the first 24 hours. Cash-for-keys to expedite possession within eight days. Writ of Possessions assistance and lock changes with extensive photos and first walkthrough videos and inspection reports.

### Technology Used

Local TLMS, IDX feeds to local real estate websites, Realtor.com, and IDX feeds to alternative real estate websites as Zillow, Trulia, and the like.

### Counties Served

Alamance, Chatham, Cumberland, Durham, Edgecombe, Franklin, Granville, Halifax, Harnett, Johnston, Lee, Nash, Orange, Person, Sampson, Vance, Wake, Warren, Wayne, Wilson. Other counties upon request

### Services Offered

REO Asset Management, loss mitigation, short sale specialist, cash-for-keys. Inspections: routine inspections are completed to gain understanding and to start strategy on property preservation and eviction-related services on occupied property.

CONTACT ME ONLINE

[bohlmann50@gmail.com](mailto:bohlmann50@gmail.com) E-MAIL  
[www.bohlmannrg.com](http://www.bohlmannrg.com) WEBSITE

## JANET FARLEY



**Covenant Realty of NC and CA**  
75 Dixie Farms Road  
Louisburg, North Carolina  
27549  
919.818.7921 PHONE  
919.818.7921 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1990 IN REO SINCE: 2002 SHORT SALE SINCE: 2008

### Bio

With 20 years' default servicing experience, we opened Covenant Realty of NC in 2000, concentrating on selling REO properties. We then opened Covenant Realty of CA and PaceSetter Realty in Texas, and Specialized, Inc. of Florida. We are dedicated to serving banks, mortgage companies, and asset companies in the managing and marketing of the liquidation of REO properties. Using past default experience, our team delivers the best service and expertise to valued clients. Covenant Realty of North Carolina and Covenant Realty of CA and PaceSetter Realty and Specialized, Inc. of Florida are certified as a woman-owned business.

### Technology Used

RES.NET, Equator, Black Knight, Cascade, VRM, Pyramid

### Counties Served

NC: Wake, Franklin, Vance, Granville, Nash.  
CA: San Diego County and Orange County

### Services Offered

Valuation Services, Pre-foreclosure Services/Analysis, Trash-Outs, Property Preservation, Security, Stabilization, Loss Mitigation Services, Property Management and Listing.

### Accreditations

Five Star Professional Short Sale Certified, Five Star Professional REO Certified, Five Star Residential Property Management Certified, RDCPro, RES.NET, CSSS, Equator Platinum, Certified Property Manager, Certified Woman-Owned Business, VRM Accreditation

### Diversity Classification

Women-Owned

CONTACT ME ONLINE

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[covenantrealtync.com](http://covenantrealtync.com) WEBSITE

# PETER GREIJN



**Referral Realty US LLC**  
208 Bayleaf Drive  
Raleigh, North Carolina 27615  
919.422.9677 PHONE  
919.232.9228 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1995 IN REO SINCE: 2000 SHORT SALE SINCE: 2000

## Bio

Born in the Netherlands in 1962. Degree in PE and sports management. Moved to the USA in 1987. Sales rep for Durham company, selling Implus materials and protective sports padding. Got real estate license in 1995 and started working as broker for Referral Realty Group Inc. Broker-in-charge for Referral Realty Group, Inc in 1996. Bought over 200 investment properties in Wake, Durham, Orange, Franklin, Johnston, Harnett, Lee, Cumberland, Alamance, and Wayne County. Became REO broker in 2000 and has sold over 2,000 properties for lenders such as HSBC, Wells Fargo, Fannie Mae, Bank of America, Aurora Loan Services, Nationstar Mortgage, One West Bank, Corelogic, Chase Mortgage, Capitol One, Servicelink, and Caliber Home Loans. Recognized by HSBC with the "Leading the Way" award.

## Technology Used

Equator, Excelleras, Aspen Grove, RES.NET, Pyramid

## Counties Served

Wake, Durham, Orange, Franklin, Alamance, Lee, Harnett, Cumberland, Wayne, Johnston, Sampson, Vance, Granville, Person, Warren

## Services Offered

BPO, REO Sales, Short Sale, Trash-Outs, Cash-for-Keys

## Accreditations

CDPE, Master Certificate Five Star

### CONTACT ME ONLINE

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[www.referralrealty.us/](http://www.referralrealty.us/) WEBSITE

# RICK MONTGOMERY



**BHHS Elite Properties**  
6000 Fairview Road, Suite 104  
Charlotte, North Carolina  
28210  
704.634.7674 PHONE  
704.553.7777 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1991 IN REO SINCE: 2005 SHORT SALE SINCE: 2005

## Bio

Along with my team of experienced brokers, back office, and field support staff, I provide lenders and asset managers with a comprehensive package of services accurately and on time for the entire Charlotte metro area of North Carolina and South Carolina through a single point of contact. We are members of the National Women Business Owners Corporation.

## Technology Used

Aspen Grove, REOTrans, RES.NET, Equator

## Counties Served

Mecklenburg, Gaston, Union, York, Lancaster

## Accreditations

RES.NET, CRS, ABR, CDPE, SFR, Equator REO, Best Practices Default School

### CONTACT ME ONLINE

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# REO Red Book

## MAKING CONNECTIONS IN

# OHIO



## SCOTT EVANS



**RE/MAX United Associates**  
738 Glensprings Drive  
Cincinnati, Ohio 45246  
513.519.6049 PHONE  
513.519.6049 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1997 IN REO SINCE: 2008 SHORT SALE SINCE: 2008

### Bio

Established REO professional: 12 years' experience as an REO agent selling assets for local and national lenders, including Fifth Third Bank, Bayview Loan Servicing, SunTrust Bank, Bank of New York Mellon, Greenlight Loans, Nationstar Mortgage, Carrington Real Estate Services, Fay Servicing, HUD, Owen REO, and Phoenix Asset Management. Have personally overseen lock changes, evictions, debris removal, CFKs, and the other steps necessary to get properties to market as quickly and efficiently as possible. Have also successfully negotiated over 100 short sales. I am in the top 10% in sales for all Realtors in Ohio. I have eight listings we are currently marketing or currently under contract, in addition to our buyer representation deals in this down market.

### Technology Used

RES.NET Certified Agent & Pro Plus Member. LPS Invoice Processing, Pyramid Platform and Equator. SingleSource platform.

### Counties Served

Hamilton, Butler, Brown, Clermont, Clinton, Highland, Adams and Warren Counties in Ohio. Will be licensed in Kentucky before the end of 2020.

### Services Offered

CFK, Fast/Accurate BPOs, Timely/Accurate Reporting, licensed/insured contractors for repairs/preservation.

### Accreditations

RES.NET Certified Agent & Pro Plus Member, Five Star FORCE Member, HUD LLB with Sage Acquisitions. Fluent in LPS Invoice Processing, Pyramid Platform and Equator. CDPE, CRP.

CONTACT ME ONLINE

[scottevans@remax.net](mailto:scottevans@remax.net) E-MAIL

## MARIE HOUSTON



**Weichert, Realtors  
Welcome Agency**  
5778 Youngstown Poland  
Road  
Youngstown, Ohio 44514  
330.502.1121 PHONE  
330.757.4533 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1996 IN REO SINCE: 2005 SHORT SALE SINCE: 2005

### Bio

With over 25 years of real estate experience and over 15 years of REO experience, I have built a solid knowledge to assist with all aspects of the REO industry. I know there are many steps to a successful close with REO properties. These tasks include the occupancy check, cash-for-keys offer, HOA, health department, and zoning research, as well as maintenance and repairs. Accurate BPOs and marketing are a top priority. The goal is a successful closing. I am the Owner/Broker of Weichert, Realtors - Welcome Agency and ready to help. Just give me a call!

### Technology Used

Equator, Pyramid, RES.NET, Exceleras, LPS, Cascade, VRM, RealQuest, Keystone, Singlesource, Marshall & Swift, Data Master

### Counties Served

Mahoning, Columbiana, and Trumbull counties in Ohio

### Services Offered

REO, Market, Appraisal Services

### Accreditations

YCAR, Neohrex, President Club, NAR

### Diversity Classification

Woman-Owned

CONTACT ME ONLINE

[welcome@wrwelcome.com](mailto:welcome@wrwelcome.com) E-MAIL

<https://marie-houston.wrwelcome.com> WEBSITE

## CHRISTI KRIEGER

### Alegna Realty LLC

956 Old St., Route 74, Suite 4A  
Batavia, Ohio 45103  
513.400.0358 PHONE

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1995 IN REO SINCE: 1996 SHORT SALE SINCE: 1998

### Bio

For the last 25 years, Christi Krieger and Angie Ford have specialized in REO/foreclosures. Working with companies doing BPOs, drive-by evaluations, and CMAs and selling over 300 properties per year on the REO side. Now, Alegna Realty covers Hamilton, Clermont, Warren, Clinton, Butler, Highland, and Brown counties in the Cincinnati, Ohio market; Boone, Campbell, and Kenton Counties in Kentucky; and Collier County in Florida. We are looking for REO listing opportunities in these counties. Our team of seven members cover everything from monitoring, evictions, CFKs, and listing, all the way to the closing. We have a full billing team that is trained on iClear and LPS Desktop New Invoice systems, along with each individual bank's billing preferences. We have experienced staff, including two property managers, and one full-time billing associate.

### Diversity Classification

Woman-Owned Business

CONTACT ME ONLINE

[reo@alegnarealty.com](mailto:reo@alegnarealty.com) E-MAIL

# CHRISTY MOORE



**Realtor**  
614-582-0812 PHONE

## PROFESSIONAL EXPERIENCE

### Bio

In 2008 I earned my license, at that time we were heading into a recession, little did I know the market was about to crash. I had work with CTL Engineering, Inc out of high school and stayed in contact with the CFO. They were starting a real estate division and asked if I was interested in doing some subcontract work for them. This is where I started my niche working with investors. He has been doing this since the 80's. With his knowledge and training on what to look at and look for, I would advise him on what to purchase and what we should pass on. We developed a portfolio for CTL/IRS and would either rent out properties or renovate to be sold. I am a constructive thinker, motivated, a great communicator.

### Technology Used

RES.NET, Pyramid, Black Knight

### Counties Served

Madison, Franklin, Pickaway, Franklin are primary and will also serve surrounding counties as a secondary or parts of Clark, Champaign, Fairfield, Licking, Hocking, and Perry

### Accreditations

BPO, PTSD, HECM certified, End 2 End REO Program through VRMU

### Diversity Classification

Diversity & Inclusion Awareness training

CONTACT ME ONLINE

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# SHANE REID



**Century 21 HomeStar**  
135 Elm St.  
Hudson, Ohio 44236  
216.390.2600 PHONE  
330.577.7080 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1997 IN REO SINCE: 1998 SHORT SALE SINCE: 1998

### Bio

An innovative and experienced business professional with extensive sales and real estate background, I am a consistent top performer and team leader with high levels of customer satisfaction and integrity. I have been a sales consultant team leader at Century 21 HomeStar since 2010, and I have been a licensed Realtor in the state of Ohio since 1997. I offer the full range REO and BPO services to several major firms. I have received the distinguished Centurion Award since 2013 and the Ruby Award for top seller the previous two years. I have completed 470 sales since 2012 and have maintained a position in the top three Realtors in the Indiana/Ohio region for the past five years.

### Technology Used

Clear Inspect, Orange Grid, RES.NET, Equator, Pyramid, Cascade

### Counties Served

Summit, Cuyahoga, Portage, Geauga, Lake, Lorain, Stark, Medina

### Services Offered

REO Listings, Short Sale, Deed-in-Lieu, Valuation, Market Analysis

### Accreditations

C-REPS, ABR, SFR, GRI, Equator

CONTACT ME ONLINE

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# JILL RING



**Ring Real Estate**  
410 W. Grant Ave.  
Georgetown, Ohio 45121  
937.213.3313 PHONE  
937.378.3800 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1978 IN REO SINCE: 1999 SHORT SALE SINCE: 1999

### Bio

Jill C. Ring is the broker/owner of Ring Real Estate, providing two office locations (Georgetown and Cincinnati) to serve Southwest Ohio. With her impeccable reputation among clients and peers, a degree in real estate technology, and over 42 years' experience in real estate, Jill and her team provide the highest degree of service. Jill is a board-approved continuing education provider for Ohio helping to educate agents in selling REO properties. She and her team at Ring Real Estate are dedicated to providing excellence in REO marketing and sales.

### Technology Used

P260/Yardi, Pemco/Sugar, RES.NET, LPS Desktop Invoice Management, DispoSolutions, Exceleras, REOTrans, Equator, Pyramid

### Counties Served

Adams, Brown, Clermont, Highland, Hamilton, Clinton

### Services Offered

REO Listings, Short Sale, Valuation

### Accreditations

Associates Degree in Real Estate Technology, Certified Woman-Owned Business, C2EX (Commitment to Excellence Endorsement), E-Pro, Senior Housing Specialist, Equator Platinum REO & Short Sale, ORDMS REO, RES. NET, Property Management Certification, Accredited REO Agent, Approved Ohio Continuing Education provider, CREPS, Equix-Trax BPO Certified

### Diversity Classification

Women-Owned Business

CONTACT ME ONLINE

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[www.ring-realestate.com](http://www.ring-realestate.com) WEBSITE

## GREGORY STRNISA



**Platinum Real Estate**  
10 Public Square  
Willoughby, Ohio 44094  
216.347.8847 PHONE  
216.347.8847 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1998 IN REO SINCE: 2011 SHORT SALE SINCE: 2011

### Bio

I am a former REO asset manager and experienced REO agent with over 350+ REO listings sold as an REO agent. I understand both the lender and agent side of this business, which makes choosing me a top choice to handle all of your REO assets. I am equipped to handle all aspects of REO, including repairing assets. I service Northeast Ohio and the Greater Cleveland Ohio Market.

### Technology Used

Equator, RES.NET, and Pyramid

### Counties Served

Cuyahoga, Lake and Geauga Counties in Ohio

### Accreditations

Accredited REO agent

#### CONTACT ME ONLINE

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## JOHN FOX

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## REO RedBook

MAKING  
CONNECTIONS IN

# OKLAHOMA



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LEADER IN  
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SERVICING  
NEWS**

**DSnews**  
Default Servicing | In Print and Online

# SHARIE MOORE

## KW Realty Premier

12150 E. 96th St. N #100  
Owasso, Oklahoma 74055  
918.637.9427 PHONE  
918.637.9427 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2000 IN REO SINCE: 2001 SHORT SALE SINCE: 2001

### Bio

I have been working with REO properties since 2001. I am experienced and educated in managing and marketing REO properties and performing the following services: property preservation, occupancy status, cash-for-keys, trash-outs, re-keys, securing, inspections, and utility transfers. I am dedicated to serving the REO default servicing industry by being aware of the time frame.

### Technology Used

VRM, RES.NET, Reo-Central, LPS Desktop Invoice Management, I-clear CoreLogic, Dotloop, DocuSign, Tulsa MLS, Single Source, Exceleras, Orange Grid, Valligent, Pyramid

### Counties Served

Tulsa, Rogers, Osage, Washington, Wagoner, Creek, Pawnee

### Services Offered

REO Listings, Valuation

### Accreditations

VRM, CRS, HRC, RDCP, RES.NET, Equator, REO Trans, Five Star FORCE

### Diversity Classification

Woman-Owned

CONTACT ME ONLINE

sharie@kw.com E-MAIL  
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# LISA MULLINS



## Mullins Team Realty Group

6721 E. 87th Place  
Tulsa, Oklahoma 74133  
918.557.6359 PHONE  
918.586.2142 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2001 IN REO SINCE: 1999 SHORT SALE SINCE: 2005

### Bio

I have 20 years of REO experience and am currently listing and selling REO properties for several asset management companies. I am personally involved in each and every REO transaction and I'm available to take your call to discuss your REO needs. Currently, there are two of us that work in all aspects of assisting with the listing and marketing of properties, as well as with our buyer leads, field services, and inspections. I have funds available to make emergency repairs and pay utilities on behalf of my REO clients. We strive to stay current on active legislation issues and real estate commission activity, participate and contribute to RPAC, NAR, OREC, and GTAR. Our average days-on-market is 22. My team closed over 1,072 transactions between 2013 and June 2022, with over \$98,000,000 in sales volume.

### Technology Used

As much as we can. Always looking for new apps and ways to improve our services.

### Counties Served

Canadian, Cleveland, Craig, Creek, Delaware, Grady, Lincoln, Logan, Mayes, McClain, Nowata, Oklahoma,

Okmulgee, Osage, Ottawa, Pawnee, Payne, Pottawatomie, Rogers, Tulsa, Stephens, Wagoner,

Washington

### Services Offered

All REO services

### Accreditations

CSR, SFR

CONTACT ME ONLINE

team@mullinsteam.com E-MAIL  
MullinsTeam.com WEBSITE

# JESSICA SCOTT



## Keller Williams Advantage

2651 E. 21st St., Suite 100  
Tulsa, Oklahoma 74114  
918.361.0104 PHONE

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2005 IN REO SINCE: 2007 SHORT SALE SINCE: 2009

### Bio

Our primary goal is to put the needs of the client first. I am a broker/Realtor associate, licensed since 2005. I serve over 200 families per year across Tulsa metro (and all surrounding areas). I specialize in listings (REO, short sale, investments, rental portfolio, and normal sellers of all price ranges), buyers, relocation, new construction, investment, land, REO, short sales, property management, and more. We are always listed high in Tulsa's top 100, We just made the cover of Real Producers Magazine, and we firmly believe that we should never stop learning to better serve our clients. We take a lot of pride in our positive relationships with all agents to assist in smoother transactions. Myself, our team of agents, and admin are here to serve and consult.

### Technology Used

RES.NET, Equator, Orange Grid, Single Source, and many others

### Counties Served

Tulsa, Wagoner, Creek, Rogers, Osage, Okmulgee, and others

### Services Offered

REO Listings, Short Sale, Valuation, Market Analysis

### Accreditations

CRS, GRI, CRETES, Top 100, Short Sale and REO Certified, Real Trends 1,000th National Ranking

CONTACT ME ONLINE

jessicascott@kw.com E-MAIL

**PAT SLACK****RE/MAX Pros**

12309 Hidden Forest Blvd.  
Oklahoma City, Oklahoma  
73142

405.476.7653 PHONE

405.476.7653 CELL

**PROFESSIONAL EXPERIENCE**

IN REAL ESTATE SINCE: 1977 IN REO SINCE: 1991 SHORT SALE SINCE: 1985

**Bio**

I am a second-generation Realtor specializing in marketing of REO properties. I have more than 35 years' experience and rank in the top 3% of sales in the Oklahoma City metro area. My full-service team includes buyers' agents and office staff. I have substantial experience in REO properties. With experience in property preservation, maintenance, cash-for-keys, trash-outs, rekeys, and securing aggressive marketing, inspections, and cleaning, I deliver exceptional results.

**Technology Used**

RES.NET, Aspen Grove, Olympus, REOTrans, Equator, LPS Desktop Invoice Management

**Counties Served**

Oklahoma, Logan, Cleveland, Canadian

**Services Offered**

REO Listings, Valuation

**Accreditations**

ABR, CDPE, CRS

**Diversity Classification**

Women-Owned Business

CONTACT ME ONLINE

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[www.patslack.net](http://www.patslack.net) WEBSITE

**REO Red Book****MAKING  
CONNECTIONS IN****OREGON****GLADYS BLUM****Blum Real Estate**

2150 Commercial St. SE  
Salem, Oregon 97302

503.507.6225 PHONE

503.485.1900 CELL

**PROFESSIONAL EXPERIENCE**

IN REAL ESTATE SINCE: 1978 IN REO SINCE: 2007 SHORT SALE SINCE: 2010

**Bio**

As Salem, Oregon's top Realtor for over 40 years, my achievements in real estate have gained national recognition. After selling homes for 25 years in the Valley, my team and I have opened up our own office, Blum Real Estate. We are not the largest company in town but a small and powerful company where quality is the standard. I have 12 years' experience in REOs and short sales. I have full-time support staff with buyers' agents available for fast response time to property inquiries. We rely on a professional photographer and state-of-the-art technology for maximum results. I am a member of several referral networks and have a large client base. We provide full-color property flyers and place listings on 75 websites. We conduct weekly inspections and are members of WVMLS and RMLS for strong coverage.

**Technology Used**

Equator, Pyramid Platform, Altisource, Xome, RES.NET, Cascade, LPS Desktop Invoice Management, iClear, VRMS, Hubzu, ListHub, Top Producer, CINC, Zip Forms, Skyslope, DigiSign

**Counties Served**

Marion, Polk, Linn, Benton

**Services Offered**

REO Listings, Short Sale, Deed-in-Lieu, Valuation, Market Analysis

**Accreditations**

GRI, CRS, SRS, ABR, Certified Probate Estate Specialist, RES.NET, Equator Platinum, REO Default Certified Professional, Distressed University Certified

**Diversity Classification**

Woman

CONTACT ME ONLINE

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[www.BlumRE.com](http://www.BlumRE.com) WEBSITE

## TARA NAGELHOUT

### **Emerald Valley Real Estate**

6 W. 17th Ave.

Eugene, Oregon 97401

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www.emeraldvalleyrealestate.com WEBSITE

# REO**Red**Book

## MAKING CONNECTIONS IN

# PENNSYLVANIA



## DAVID BOHNING

### **Berkshire Hathaway Home Services/Fox & Roach Realtors**

3101 Emrick Blvd., Suite 101

Bethlehem, Pennsylvania

18020

610.703.9266 PHONE

610.865.0033 CELL



### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1986 IN REO SINCE: 1988 SHORT SALE SINCE: 2000

### Bio

Full-time Realtor since 1986. Residential state-certified residential appraiser since 1993. Specializing in REO, loss mitigation since 1998. I pride myself on accurate BPOs, negotiations for cash-for-keys, occupancy checks, short sales, and all aspects of property preservation and repair with experienced contractors. Lifetime resident of the area with the knowledge and experience to service your asset.

### Technology Used

Assetlink, Equator, Exceleras, RES.NET, CoreLogic, Cascade, Pyramid Platform Select REO

### Counties Served

Northampton, Lehigh, Monroe, Parts of Bucks and Carbon Counties

### Services Offered

Occupancy checks, cash-for-keys, valuation, evictions, marketing, and listing

### Accreditations

Pennsylvania state-certified residential appraiser, associate broker. Seven years of office management experience.

### CONTACT ME ONLINE

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## JENNIFER DINATALY

### United Real Estate Strive 212

1220 Broadcasting Road,  
Suite 201  
Wyomissing, Pennsylvania 19610  
484.955.1361 PHONE  
484.955.1361 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2001 IN REO SINCE: 1996 SHORT SALE SINCE: 1996

### Bio

More than 20 years of successful experience in residential default management with recognized strengths in REO marketing, BPO valuations, and loss mitigation (short sales, deeds-in-lieu, etc.). Possess solid marketing and negotiation skills. Excellent working knowledge of common office software and web-related input systems. Offer competent professional customer service with rapid turn around times. Effective time management, leadership, and training skills. More than 20 years of regular residential sales, investment sales, and residential rentals.

### Counties Served

Berks, Montgomery, Chester, Schuylkill, Lehigh, Lancaster, Lebanon

CONTACT ME ONLINE

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## EMMA DJIYA

### 1st class realty

98 Forest Drive  
Lords Valley, Pennsylvania 18428  
6103018803 PHONE

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2001 IN REO SINCE: 2012 SHORT SALE SINCE: 2012

### Bio

10 Years experience in property disposition in Pennsylvania and New York. I provide a full suite of best-in-class REO Services and have on-going strong relationships with many key clients. I am fully well versed and proficient with all aspects of real estate owned property disposition and management.

### Technology Used

Pyramid, Exceleras, ResNet, Equator, VRM, keystone, Reo Central, Raine.

### Counties Served

Orange, Sullivan and New York Counties in New York.

### Services Offered

BPO, GUARANTEED 24 Hours rekey and inspection, contract negotiations, CFK(Cash-For-Key): Agressive negotiation with occupants. Trash-out-Management and post inspection. State -of- the -art technology.

### Accreditations

Hud Trained, E-Pro, ABR, SFR, Res Net AMP certified, Equator-Platinum certified and REO certified. AHWD

### Diversity Classification

Minority Women Owned.

CONTACT ME ONLINE

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## JIM MARKS



### Springer Realty Group

740 Springdale Drive  
Exton, Pennsylvania  
610.705.4014 PHONE

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2010

### Bio

I am a licensed associate broker serving southeastern Pennsylvania and southern New Jersey. Technology today gives buyers and sellers the tools to find or list their own homes but little assistance in managing the process to close the deal. My team's role for traditional and our REO clients is to negotiate the best possible outcome and to manage your real estate transaction from start to finish to minimize or eliminate the stress and complications often associated with buying or selling a house. My experience has prepared me to represent our retail, investor, and REO clients' interests and strive for the best possible outcome. Your needs are my top priority, and I promise to be responsive, communicative, and focused on getting the job done. I am a licensed associate broker serving southeastern Pennsylvania and southern New Jersey. Technology today gives buyers and sellers the tools to find or list their own homes but little assistance in managing the process to close the deal. My team's role for traditional and our REO clients is to negotiate the best possible outcome and to manage your real estate transaction from start to finish to minimize or eliminate the stress and complications often associated with buying or selling a house. My experience has prepared me to represent our retail, investor, and REO clients' interests and strive for the best possible outcome. Your needs are my top priority, and I promise to be responsive, communicative, and focused on getting the job done.

### Counties Served

Chester

CONTACT ME ONLINE

[jim@jimmarksteam.com](mailto:jim@jimmarksteam.com) E-MAIL

[JimMarksTeam.com](http://JimMarksTeam.com) WEBSITE

# MARK REBERT

## Berkshire Hathaway HomeServices Homesale Realty

150 North Pointe Blvd.  
Lancaster, Pennsylvania 17601  
717.742.0778 PHONE

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2011 IN REO SINCE: 2014 SHORT SALE SINCE: 2014

### Bio

Your LANCO REO real estate resource. Licensed for 10 years with six years of REO experience. Aggressive marketing with professional photography and digital floor plans (including REO properties). Advanced technology with custom websites/landing pages, virtual staging, 3D walkthroughs, and drone images. Proven track record of beating the MLS average days on market. Successful in exceeding the MLS average list to sales price percentage. Consistently in the top 6% for sales out of all Berkshire Hathaway HomeServices agents nationwide. In-depth knowledge of bank financing and condition requirements for resale properties. Detailed and on-time task completion. First-time homebuyer expert. Passionate about my family, clients, and the industry.

### Technology Used

DispoSolutions/Exceleras, Equator, Pyramid Platform, RES.NET, LoanSphere, Offer Runway, DotLoop, & More

### Counties Served

Montgomery

### Services Offered

Sales, Marketing, Negotiating, Transaction Management, BPOs, Code Abatement, Cash-for-Keys, HOA/Condo Record Retrieval, Occupancy and Property Inspection, Photos, Re-key, Repair Estimates, Trash-Out, Utility and Vendor Management, Winterization

### Accreditations

BHHS President's Circle, Equator Agent Elite, RES.NET Certified Agent, REO Network Partner

### CONTACT ME ONLINE

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# DARREN COTTRILL

## American Destiny Real Estate Services

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americandestiniypr.com WEBSITE

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## MAKING CONNECTIONS IN

# PUERTO RICO



## RUBY GONZALEZ



**Ruby REALTY**  
 2261 SR 100 Cabo Rojo, PR  
 00623  
 Cabo Rojo, Puerto Rico 623  
 787.510.8877 PHONE

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1999 IN REO SINCE: 2001 SHORT SALE SINCE: 2002

### Bio

With an office in Cabo Rojo since 1999, offering the public of the western area an excellent service both in the sale and in the search for their home. HUD and Freddie Mac's listing Broker. Puerto Rico Association of REALTORS™ 2022 President, Mayaguez Board of REALTORS™ 2002-2004 & 2016 president. NAHREP Top 10 out of the Top 250 in 2022, 2021, 2020, 2019, 2018.

### Counties Served

Adjuntas, Aguada, Aguadilla, Aguas Buenas, Aibonito, A\_sco, Arecibo, Arroyo, Barceloneta, Barranquitas, Bayam—n, Cabo Rojo, Caguas, Camuy, Can—vanas, Carolina, Cata\_o, Cayey, Ceiba, Ciales, Cidra, Coamo, Comerio, Corozal, Culebra, Dorado, Fajardo, Florida, Guanica, Guayama, Guayanilla, Guaynabo, Gurabo, Hatillo, Hormigueros, Humacao, Isabela, Jayuya, Juana Diaz, Juncos, Lajas, Lares, Las Mar'as, Las Piedras, Loiza, Luquillo, Manat', Maricao, Maunabo, Mayaguez, Moca, Morovis, Naguabo, Naranjito, Orocovis, Patillas, Pe\_uelas, Ponce, Quebradillas, Rinc—n, Rio Grande, Sabana Grande, Salinas, San Germ\_n, San Juan, San Lorenzo, San Sebast'an, Santa Isabel, Toa Alta, Toa Baja, Trujillo Alto, Utuado, Vega Alta, Vega Baja, Vieques, Villalba, Yabucoa, Yauco

### Services Offered

Sales, rental and property administration

### Accreditations

REALTOR™, SFR, e-Pro, PSA, MRP, SRS, AHWD

CONTACT ME ONLINE

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## RITA SEDA RIVERA



**RSR Realty**  
 PO Box 16503  
 San Juan, Puerto Rico 00908-  
 6503  
 787.396.2675 PHONE  
 787.396.2675 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1990 IN REO SINCE: 1990

### Bio

A woman-owned, full-service real estate company with 32+ years specializing in the listing and sale of all types of REO property and in the preparation of BPOs for properties located on the Island of Puerto Rico. Listing agent for: HUD, Raine, Dakota, LRES, Hudson, Shellpoint, and others. Court-approved Realtor for the USA Justice Department; USA District Court & USA Bankruptcy Court for the District of Puerto Rico. Professional Affiliations, Designations, and Memberships: National Association of Realtors (NAR); San Juan Board of Realtors (SJBR); MLS San Juan Board of Realtors; Graduate of Realtor Institute (GRI); RDCPro; SFR; Five Star Master Certification. Platforms: RES.NET; Pyramid; Equator; LPS Desktop Invoice Management; Vendor Cafe; Cascade, and others.

### Technology Used

Bid-On-Homes, Cascade, Equator, LPS Desktop Invoice Management, Pyramid, Res.net, P260, Yardi, and others

### Counties Served

Puerto Rico

### Services Offered

REO Listings, BPOs, Market Analysis, Property Inspections

### Accreditations

Dawson, Five Star Master Certification, GRI, RDCPro, SFR

### Diversity Classification

Women-Owned Business; Minority-Owned Business; Women-Hispanic

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## MIGUEL ORTIZ

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 Hatillo, Puerto Rico 659  
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## JORGE PAGAN

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 8008 Camino Del Mar  
 Toa Baja, Puerto Rico 949  
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 787.795.1927 CELL  
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# RHODE ISLAND



## LEANN D'ETTORE



**Homistic Real Estate, Inc.**  
681 Park Ave., Suite 23  
Cranston, Rhode Island 2910  
401.641.2014 PHONE  
401.432.7227 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2005 IN REO SINCE: 2005 SHORT SALE SINCE: 2005

### Bio

Certified service-disabled veteran-owned small business and woman-owned business. I have a significant amount of experience with the marketing, managing, and selling of REO properties. My company specializes in handling high volumes of REO properties from initial services through every step of the closing procedures. We have sold over 800 REO properties to date, and we have relationships with over 40 different banks nationwide (references available). I consistently strive to go above and beyond to meet the needs of every client and facilitate every transaction to my clients' specific preferences. I have been successful with selling large volumes of REO properties in quick time frames while ensuring the best possible customer service and property management throughout every transaction.

### Technology Used

Taza 360, RES.NET, P260, Equator, Lion Desk, ListHub, ShowingTime, BoomTown

### Counties Served

Kent, Washington, Newport, Providence, Bristol

### Services Offered

REO Sales and Service, Disposition, Pre-Marketing

### Accreditations

CDPE, A-REO Certified, RES.NET Certified, Equator Certified

### Diversity Classification

Service-Disabled Veteran-Owned Small Business, Woman-Owned Business

### CONTACT ME ONLINE

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[www.Homistic.com](http://www.Homistic.com) WEBSITE

MAKING  
CONNECTIONS IN

# SOUTH CAROLINA



**SANDRA BUNDY****B & P**

522 Macklen Ave.  
Murrells Inlet, South Carolina  
29576  
843.902.7615 PHONE

**PROFESSIONAL EXPERIENCE**

IN REAL ESTATE SINCE: 2001 IN REO SINCE: 2001 SHORT SALE SINCE: 2006

**Bio**

Serving the coastal areas of Myrtle Beach, Murrells Inlet, Pawleys Island, and Georgetown for over 20 years, with a lifetime of knowledge of the area's growth and markets. Working with small and large REO clients in the local market area since 2011. In 2018, I served on the advisory committee for "Calling the Coast Home," a training series on coastal management issues designed for real estate professionals. Serving on the Coastal Carolinas Community Outreach Committee, I have worked across multiple organizations to give back to the local community.

**Technology Used**

RES.NET, Exceleras, LPS Invoice Management, Equator, Valuation Connect, Inspection Port

**Counties Served**

Georgetown and Horry Counties

**Services Offered**

Full Suite of Real Estate Services

**Accreditations**

Broker-In-Charge, HUD Selling Agent, Five Star REO Certified, e-PRO

**CONTACT ME ONLINE**

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**KAREN BURES****Meybohm Real Estate**

142 Laurens Street NW  
Aiken, South Carolina 29801  
803.644.1736 PHONE

**PROFESSIONAL EXPERIENCE****Bio**

Licensed 30 years with over 20 years' experience in pre-foreclosures, short sales, cash-for-keys, property inspections, rekeys, trash-outs, foreclosures, etc. Also managing qualified licensed vendors, repair bids, before and after pics. Years of experience pricing and selling as-is condition properties to fully rehabbed ones, and any that fall in between. I have worked with many asset companies and/or services on multiple platforms such as Equator, RES.NET, Single Source, Pyramid, 54sd, Bank of America, Wells Fargo, Bayview, Regions Bank, First Citizens, etc.

**CONTACT ME ONLINE**

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**REO Red Book**

**MAKING  
CONNECTIONS IN**

**TENNESSEE**



# ELIZABETH BANNISTER

**Simplihom**  
615.485.1478 PHONE

## PROFESSIONAL EXPERIENCE

### Bio

In 2007, I began my real estate career with ReMax Elite. From 2010-2015, I teamed up with another agent to list HUD and REO properties for Hometelos, Ofori, Freddie Mac/Homesteps, Vendor Resourse Management, Dawson Management, and REO Management Solutions. In that time period, I listed and sold approximately 400 HUD and REO properties, and continue this work today. I also continue to provide BPO services for companies including XOME, ServiceLink, and Clear Capital. My experience also includes cash-for-keys, performing evictions and constant communications with property preservation vendors.

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# DEBRA BEAGLE



**RE/MAX Advantage**  
210 12th Ave S. Suite 201  
Nashville, Tennessee 37203  
615.427.1520 PHONE

## PROFESSIONAL EXPERIENCE

IN REO SINCE: 2008 SHORT SALE SINCE: 2008

### Bio

Latina Woman-Owned Business Owner. 2020 Nashville Business Journal CEO Woman Leader of the Year. 2019 RE/MAX U.S. Broker Owner of the Year. TN State Diversity and Inclusion Committee member. Managing Broker Owner of the #1 RE/MAX Team in the World. Fluent/Bilingual in Spanish. B.S. Chemistry George Washington University, Washington, D.C. Environmental Chemist and Consultant, Conducted Phase I & II Due Diligence for Commercial Real Estate Transactions. Past Business Manager for Residential Builder

### Counties Served

Davidson, Williamson, Rutherford, Sumner, Wilson, Cheatham, Robertson

### Accreditations

CRS - Certified Residential Specialist.  
GRI - Graduate Realtor Institute. ABR - Accredited Buyer Representative. SFR - Short Sales & Foreclosures Specialist. e-PRO - Realtor Internet Professional. AHS - Accredited Home Staging Specialist. FHA 203k Specialist. AHWD - At Home With Diversity. CARTUS Relocation Network Certified Agent. RES.NET-AMP REO Certified

### Diversity Classification

Latina and fluent in Spanish

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# RICHARD BELL



**The REAL ESTATE Office**  
7600 Oak Ridge Highway  
Knoxville, Tennessee 37931  
865.356.8355 PHONE

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2006 IN REO SINCE: 2006 SHORT SALE SINCE: 2010

### Bio

How can I help? With 15+ years of REO experience, I can get properties sold. I have experience in all aspects of REO, from inspections before foreclosure, CFK, evictions, preservation, repairs, and on-time task completion.

### Technology Used

Equator, RES.NET, Pyramid Platform, and many others

### Counties Served

Knox, Anderson, Roane, Morgan, Loudon, Blount, Campbell, Union, Claiborne, Scott, Sevier, Jefferson, Hamblen, Grainger, Cumberland, Rhea, Meigs, Monroe, McMinn

### Services Offered

All services related to REO

### Accreditations

Equator Certified, RES.NET Certified

### Diversity Classification

In process of certifying as Woman-Owned

CONTACT ME ONLINE  
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[realestateofficetn.com](http://realestateofficetn.com) WEBSITE

# TODD CLOUSER



**RE/MAX Realty Source**  
 200 B Stonebridge Blvd.  
 Jackson, Tennessee 38305  
 731.613.0995 PHONE  
 731.668.7500 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2003 IN REO SINCE: 2003 SHORT SALE SINCE: 2003

### Bio

I have over 18 years of real estate and REO experience, including every stage of the REO experience from initial occupancy to the closing table and everything in between. I am diligent on both sides of the process to make sure all parties involved have the best experience in selling and buying their home.

### Counties Served

I service all of West TN and Middle TN

CONTACT ME ONLINE

[clouser100@gmail.com](mailto:clouser100@gmail.com) E-MAIL  
[www.remax.com](http://www.remax.com) WEBSITE

# JARROD CURCIO



**The Ashton Real Estate Group of RE/MAX Advantage**  
 210 12th Ave. S #201  
 Nashville, Tennessee 37072  
 615.416.4722 PHONE

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2005 IN REO SINCE: 2009 SHORT SALE SINCE: 2009

### Bio

Jarrold Curcio has a sports medicine degree from Penn State and has been a licensed Realtor in Tennessee since 2005. Jarrold has experience working with buyers and sellers as well as foreclosures, short sales, and investors all across middle Tennessee. Jarrold prides himself on customer service and negotiating the best deal possible for his clients. He does his due diligence on every transaction and treats clients as family, ensuring their sale or purchase goes as smoothly as possible to the best of his abilities. In a market where everyone needs and deserves great customer service and an agent that is knowledgeable and understanding, Jarrold goes above and beyond the call of duty.

### Counties Served

Davidson, Sumner, Cheatham, Williamson, Wilson, Montgomery, Maury, Robertson, Rutherford

CONTACT ME ONLINE

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[www.nashvillemls.com/jarrold-curcio-remax.php](http://www.nashvillemls.com/jarrold-curcio-remax.php) WEBSITE

# SARAH RICHARDS



**Spring Mountain Realty PLLC**  
 229 Main St.  
 Bean Station, Tennessee  
 37708  
 865.935.0500 PHONE  
 423.585.7100 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2003 IN REO SINCE: 2003 SHORT SALE SINCE: 2003

### Bio

As an experienced REO broker and short sale specialist with 19 + years in the industry, I bring a well-maintained and diversified full-service real estate brokerage office. The office is complete with all current technologies and equipment, with sufficient capacity to perform all services required. Marketing efforts go out to reaching those individuals who believe that homeownership is not obtainable to them. It is my goal to create new homeowners wherever possible. I have a bachelor's degree in business management and a master's in business administration. I have several certifications in REOs and Short Sales, CDPE certification, HAFA certification, Equator Certification, RES. NET certified. am here for your assistance, from cash-for-keys to the actual closing, anything and everything that I can help you to make the process faster and smoother, will be my first goal.

### Technology Used

The office is complete with all current technologies and equipment with sufficient capacity to perform all services required. COMPUTER, INTERNET, PHONE, ETC.

### Counties Served

Hancock, Greene, Hawkins, Sullivan, Grainger, Claiborne, Campbell, Knox, Hamblen, Washington, Jefferson, Cooke, Carter, Union, Roane, Monroe

### Services Offered

Foreclosure, REO, short sales, traditional

### Accreditations

GRI, E-Pro, Price Strategy, RES.NET, Equator certified, HAFA certified, Short Sale certified, SRS

CONTACT ME ONLINE

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[www.springmountainrealty.com](http://www.springmountainrealty.com) WEBSITE

# TONY THOMAS

**WEICHERT REALTORS-TIGER REAL ESTATE**  
8655480661 PHONE

## PROFESSIONAL EXPERIENCE

### Bio

COMPLETE 24/7 REO service from assignment to closing of escrow including: CFK, short sales, DIL exchanges, coordinate L/O crews and assisting your attorney in all phases of eviction. LOSS-MIT is a high priority with us; the best and highest recovery of the clients non-performing asset is our only goal. Utilities, property reservation, with itemized invoices are included in your monthly reports. Initial assignment and follow-up BPOs are complete and comprehensive; all photos and documents are digitized for easy upload and download. We get maximum exposure using the latest marketing techniques for the internet and high visibility real estate website portals. We are members of the Knoxville Area MLS, Lakeway Area MLS, Great Smoky Mountain Mls, North East Tennessee MLS and we publish a hot-line email REO REPORT of our listings to a private list of local area investors. Thank you for your kind consideration of our firm.

CONTACT ME ONLINE

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## MAKING CONNECTIONS IN

# TEXAS



# IKAY ABURIME



**Targetcost Realty**  
2634 S. Carrier Parkway,  
Suite 107  
Grand Prairie, Texas 75052  
469.438.4502 PHONE  
469.438.4502 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2001 IN REO SINCE: 2008

### Bio

Ikay Aburime, is a Texas Licensed Real Estate Broker and the owner of Target Cost Realty LLC. Ikay Aburime holds a Bachelor of Science degree in Quantity Surveying. Certified Residential Appraiser, RES.NET and Equator certified. Ikay is a member of NAR, TAR, FORCE, Metrotex, and Arlington Board of Realtors. Target Cost Realty LLC is HUB certified. Aburime as a Quantity Surveyor and Appraiser is experienced in valuation, construction cost estimating, and project management. Seeking to provide excellent real estate services to entities such as banks, asset management companies, and BPO companies. Equal attention is given to all properties, irrespective of value. Target Cost Realty LLC's team comprise of the broker/office manager, account/billing consultant, contract/compliance coordinator, and 12 buyer's agents.

## Technology Used

Equator, Resnet, Aspen, Dispo, Pyramid

## Counties Served

Dallas, Tarrant, Ellis, Johnson

## Services Offered

BPO, occupancy check, cash-for-keys, listing/marketing, coordinating property preservation, property management.

CONTACT ME ONLINE

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## KEISA BOSTICK

**ExP Realty - JJ Oliver Realty Group**  
632 Creekwood Lane  
Grand Prairie, Texas 75052  
817.583.1511 PHONE

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2004 IN REO SINCE: 2004 SHORT SALE SINCE: 2004

### Bio

Keisa Bostick with JJ Oliver Realty Group - Brokered by ExP Realty specializes in services related to REO properties, including broker price opinions (BPOs). We market and publish bank foreclosure listings and REO properties to our list of established investors and homebuyers. We understand the sense of urgency that often drives our clients and are familiar with the particular needs of asset management companies. We provide quick turnaround for all of the services we offer.

### Technology Used

Pyramid Platform, Equator, RES.NET, 54SD, Exceleras, Taza, Cloud CMA, Home Path, ServiceLink

### Counties Served

Collin, Dallas, Denton, Ellis, Hood, Hunt, Johnson, Kaufman, Parker, Rockwall, Somervell, Tarrant, Wise

### Services Offered

Market analysis, marketing services, occupancy checks, BPO drive-by, BPO full interior, property inspections, evaluations, digital photos, occupancy checks, evictions, cash-for-keys, deed-in-lieu negotiation securing

### Accreditations

Real Estate License - Texas, e-PRO, Accredited Buyer Representative (ABR), Certified Luxury Home Marketing Specialist, RES.NET Certified, SFR - Short Sales & Foreclosure Certified, USDA REO Broker, ExP REO Certified

### Diversity Classification

Women Business Enterprise (WBE), Minority Business Enterprise (MBE), Small Business

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## BROOKELYN CARDENAS

**Coldwell Banker D'Ann Harper, REALTORS**

18756 Stone Oak Parkway,  
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San Antonio, Texas 78258  
210.483.7121 PHONE  
210.483.7085 CELL



### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2019

### Bio

Successfully helping our clients relocate for over 30 years, at Coldwell Banker D'Ann Harper, REALTORS, we realize that every relocation is unique. In today's busy marketplace, it is critical that you are represented by a sophisticated Certified Relocation Specialist with the extensive training, knowledge, and expertise to handle any unexpected or challenging situations that may arise. Our award-winning, concierge-level services are designed to provide you with unparalleled assistance regardless of where your next move takes you. Our combined experience is exceeded only by our REALTORS passion for selling San Antonio and the beautiful surrounding areas. Our specialists are equipped to assist you in home finding, home sales, military moves, taking full advantage of affinity programs, luxury home real estate, farm and ranch real estate, and any new construction projects.

### Counties Served

Bexar, Kendall, Comal, Guadalupe, Wilson, Atascosa, Medina, Bandera

### Services Offered

Home Sale, Home Purchase, Relocation services

### Diversity Classification

Woman-Owned

CONTACT ME ONLINE

[relo@cbharper.com](mailto:relo@cbharper.com) E-MAIL  
[www.cbharper.com](http://www.cbharper.com) WEBSITE

## CLAY CHERRY

**Cherry Real Estate**

4803 Plaza Blvd., Suite 602  
Odessa, Texas 79762  
432.230.9454 PHONE  
432.230.9454 CELL



### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2004 IN REO SINCE: 2005

### Bio

Experienced listing agent for HUD, Fannie Mae, Freddie Mac, VA, and bank-owned properties.

### Counties Served

Ector, Midland, Andrews, Crane, Ward, Martin, Howard

### Services Offered

REO listing, BPO

CONTACT ME ONLINE

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# DARA DEALY



**Coldwell Banker D'Ann Harper**  
13423 Blanco Road #8050  
San Antonio, Texas 78216  
210.992.3654 PHONE

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2013 IN REO SINCE: 2021

### Bio

Dara Dealy is an experienced REALTOR with Coldwell Banker D'Ann Harper, REALTORS (CBDHR) in San Antonio. Dara is a professional with a unique perspective that combines varied experience in real estate sales, along with specialized knowledge on how to navigate out of distressed situations. From REOs to short sales, investments, and residential home sales, Dara is trusted and knowledgeable in her industry, able to guide each client successfully.

### Counties Served

Bexar, Kendall, Frio, Medina, Karnes, Wilson, La Salle, Uvalde, McMullen, and Atascosa counties. If you do not see a county listed that you need assistance in, please contact me. I will do everything to assist with in my region.

### Services Offered

Retail

### Accreditations

Short Sale and Foreclosure Resource

CONTACT ME ONLINE

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www.daradealy.com WEBSITE

# ELIZABETH DEANE



**TDT Realtors**  
1321 W. Randol Mill Road,  
Suite V125  
Arlington, Texas 76012  
817.239.0038 PHONE  
817.239.0038 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1991

### Bio

Born and raised in Arlington, Texas, Elizabeth has dedicated 30+ years to real estate. Starting in 1991 as a real estate assistant while still getting her master's in biology and science at UTA. With a background in asset management and foreclosures with Citi Mortgage and Fannie Mae, Elizabeth has learned the ins and outs of real estate and brings years of experience to the table. After being with RE/MAX Pinnacle for 10+ years and JP and Associates for two years, Elizabeth and the Deane Team quickly became the no. 1 top-producing agent/team every year consecutively. Eventually, she decided to get her broker license and open up her own brokerage, TDT Realtors, to share all of her knowledge and her love for real estate.

CONTACT ME ONLINE

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www.tdtrealtors.com WEBSITE

# BERNARD GREEN



**Greenleaf Realty, LLC.**  
1711 Ketelby Reach Drive  
Spring, Texas 77386  
832.545.8961 PHONE  
832.545.8961 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2006 IN REO SINCE: 2008 SHORT SALE SINCE: 2008

### Bio

I am a Texas licensed real estate broker and the owner of Greenleaf Realty, LLC. I have been recognized for my ability to understand future real estate trends and help clients make informed decisions. I obtained a bachelor's from Northwestern State University and hold certifications in Pricing Strategy Advisor, Short Sales and Foreclosure Resource Certification, and internet professionals. My services include BPO completion, Notary, REO listing, short sales, and valuation.

### Technology Used

RES.NET, Equator

### Counties Served

Montgomery, Harris, Fort Bend

### Services Offered

REO Default Services, BPO, occupancy check, cash-for-keys, listing/marketing, coorinating property preservation

### Accreditations

PSA: Pricing Strategy Advisor, SFR: Short Sales and Foreclosure Resource Certification, and ePRO: internet professionals

CONTACT ME ONLINE

bgreenx@gmail.com E-MAIL  
www.greenleafrealityhouston.com WEBSITE

## ROBERT HERRINGS, JR.



**Century 21 Premier Realtors**  
242 Cove Terrace  
Copperas Cove, Texas 76522  
254.394.6800 PHONE  
254.547.9991 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1998 IN REO SINCE: 23 SHORT SALE SINCE: 2000

### Bio

Broker of Century 21 Premier Realtors, Copperas Cove, Texas, with over 23 years of servicing bank/REO, HUD, and VA foreclosed properties. Specialize in distressed property management from determining occupancy status, conducting cash-for-keys, establishing property utility accounts, coordinating trash-outs, repairs, completing comparative market analysis to effectively list and market the property. Equipped with a fully trained REO team to handle large volume of REO/distressed or foreclosed properties throughout Copperas Cove, Killeen, Kempner, Harker Heights, Nolanville, Belton, Gatesville, and Lampasas, Texas. Twenty-plus-year proven performer, meeting every deadline established by asset managers. Five Star Institute Federation of REO Certified Expert, Equator Platinum REO and Short Sale Certified Agent, RES.NET Pro Plus REO, and Short Sale Premier Realtor.

### Technology Used

Equator, RES.NET

### Counties Served

Bell, Coryell, San Saba, Hamilton, Williamson and Lampasas Texas

### Services Offered

BPO Completion, Residential Listing, Property Management, Notary, Marketing REO Listings, Short Sales, Cash for Keys

### Accreditations

Five Star Institute Federation REO Certified, REO Accredited Agent, Distress Property Certified

### Diversity Classification

Black-Owned, Military Veteran (U.S. Army Retired)

CONTACT ME ONLINE

[rherringsc21p@aol.com](mailto:rherringsc21p@aol.com) E-MAIL

[www.c21PremierRealtors.com](http://www.c21PremierRealtors.com) WEBSITE

## RONALD HOOD



**NeighborHOOD & Commercial REO Real Estate Services, LLC**  
3419 Rolling Green Lane  
Missouri City, Texas 77459  
281.690.8110 PHONE  
281.690.8110 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2006 IN REO SINCE: 2006 SHORT SALE SINCE: 2006

### Bio

The firm provide a full spectrum of REO services. While the firm focuses on distressed, bank-owned property sales, and asset management, traditional realty services are available. Clients represent a broad cross-section of the financial services industry, including mortgage bankers, banks, thrifts, Wall Street brokerage firms, credit unions, investors, hedge funds and private equity firms, federal agencies, investors, and second mortgage lenders. Asset management extends beyond residential and encompasses apartments and condominiums, hotels and resorts, industrial and warehouse facilities, mixed-use projects, office buildings, residential developments, retail malls, and shopping centers. We help potential investment clients understand residential and commercial expenses, income streams, leases, and property level financial statements.

### Technology Used

RES.NET, Equator, Pyramid, Exceleras, REONOMY

### Counties Served

Fort Bend, Harris, Brazoria, Wharton, Galveston

### Services Offered

REO services ranging from REO listing, BPO reports to property management, leasing, and short sales. This includes occupancy checks, evictions, re-keying, trash-outs, and property maintenance.

### Accreditations

SFR, A-REO Certification, CDPE Certification. Equator Certification

### Diversity Classification

Minority-Owned Business

CONTACT ME ONLINE

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[www.har.com/ronald-hood/agent\\_omegass](http://www.har.com/ronald-hood/agent_omegass) WEBSITE

## PEGGY ORF



**RE/MAX Elite SA Dominion Realty Group**  
22211 W. IH10, #1206  
San Antonio, Texas 78257  
210.860.9713 PHONE

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2001 IN REO SINCE: 2003 SHORT SALE SINCE: 2003

### Bio

Real estate agent in the Texas Hill Country around San Antonio since 2001. I have listed and sold many homes in the area. I started working with REO properties in 2003 and I have successfully listed and closed properties in Bandera, Lakehills, Boerne, Comfort, Cibolo, Fair Oaks, Helotes, Live Oak, Shavano Park, Spring Branch, Devine, and San Antonio. The property types have included residential, luxury residential, acreage properties, multifamily properties, and land. I have experience with relocation, eviction, valuation, and closings. I can help you get your properties from assignment to closing successfully!

### Technology Used

Social media advertising, including Google, Facebook, Twitter, LinkedIn, and Instagram. Professional photographers for luxury listing with virtual tour and add-on advertising. Mail outs: postcards "Just Listed" and "Sold," as well as several magazine publications. Email marketing flyer to agents and area investors on listing price reductions, open houses for in-person and virtual. Syndication to all major advertising websites such as Realtor.com and Zillow from MLS input.

### Counties Served

Kendall, Bandera, Bexar, Comal

### Services Offered

REO Listings, Short Sale, Deed-in-Lieu, Valuation, Market Analysis

### Accreditations

ABR, ALHS, ASD, CDPE, CIAS, FIVE Star FORCE, LDPD, MRP, NENE, PSA, RSPS, SRS, e-Pro

CONTACT ME ONLINE

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[www.peggyorf.com](http://www.peggyorf.com) WEBSITE

# ALLEN POZZI



## Coldwell Banker D'Ann Harper, Realtors

3534 River Way  
San Antonio, Texas 78230  
210.386.5104 PHONE

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2003 IN REO SINCE: 2008 SHORT SALE SINCE: 2007

### Bio

I've been a Realtor and licensed real estate broker and sales agent since 2003. I've been successful as a relocation professional, REO agent, and listing sales agent with a focus on divorces, estates and REO properties. Additionally, I teach CE classes in the state of Texas, and the New Agent Qualifying Education Course. Besides selling real estate, my past experience also includes senior management positions with my current broker and a sales coaching practice opened to newly licensed sales associates. I have a team of five associates to assist with my seller and buyer leads. I am a dedicated and impassioned professional that will meet my client needs and exceed their expectations, every time!

### Technology Used

Mobile Telecom, Laptop, Notebooks, iPad

### Counties Served

Bexar, Comal., Guadalupe, Kendall, Medina, Bander, Hayes. Travis, Wilson, Kerr counties

### Services Offered

Seller and Buyer Consultations

### Accreditations

Certified Negotiation Specialist, Military Relocation Expert, ABR, and SRES

#### CONTACT ME ONLINE

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www.cbharper.com WEBSITE

# DUSTIN RAYE

## Spyglass Realty and Investments

2130 Goodrich Ave.  
Austin, Texas 78704  
512.554.7461 PHONE  
512.554.7461 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2011 IN REO SINCE: 2006

### Bio

I am a graduate of Texas Tech University, a Broker Associate, and the REO Director for Spyglass Realty and Investments in Austin, Texas. I began my career in REO as an Asset Manager with GMAC ResCap in 2006 and became a full-time licensed real estate agent in 2011 selling REO homes almost exclusively. At Spyglass Realty, I help manage an active roster of over 60 agents who assist in all aspects of our business and a dedicated team of vendors/contractors who provide a comprehensive suite of services to support the needs of my clients.

### Technology Used

Equator, Pyramid Platform, RES.NET, LPS Desktop Invoice Management, reo-central.com, Disposolutions.com

### Counties Served

Travis, Hays, Williamson, Bastrop, Bexar, Guadalupe, Comal, Caldwell

### Services Offered

Property Management, REO Management, Valuation Services, Evictions, Short Sales, Cash-for-Keys

### Accreditations

REO Five Star Certified, Vendor Resource Management BPO/REO Certification

#### CONTACT ME ONLINE

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www.spyglassrealty.com WEBSITE

# ROXANNE RYDELL-GONZALEZ



## All Pro Realty

6112 N 10th Ste 1B  
McAllen, Texas 78504  
956.821.4646 PHONE  
956-821-4646 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1989 IN REO SINCE: 1989 SHORT SALE SINCE: 1989

### Bio

33 Years working with REO Management, specializing in all required aspects needed for clients including: aggressively attentive to deadlines and guidelines, property preservation and repair management, extensive and trend current market and technology knowledge to provide accurate recommendations for repairs and marketing to best suit the individual property for my clients.

### Technology Used

Homestepsconnect, Homepath, Radian, Pyramid, RES.NET, Equator, Auction.com, BPO Direct, Atlas REO, LRES

### Counties Served

Hidalgo, Cameron, Star, Willacy, Brooks

### Services Offered

REO, Relocation

### Accreditations

CRS, GRI, ABR, ARC

### Diversity Classification

Minority Woman Owned Business

#### CONTACT ME ONLINE

allproerty@aol.com E-MAIL  
www.allprorealtyinc.com WEBSITE

## TERESA SARTIN



**Keller Williams Realty The Woodlands and Magnolia**  
2201 Lake Woodlands Drive  
The Woodlands, Texas 77380  
281.825.7745 PHONE

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2006 IN REO SINCE: 2010 SHORT SALE SINCE: 2008

### Bio

Raised in The Woodlands, Teresa Sartin is the Team Lead of the Sartin Team. Prior to starting her real estate career, Teresa owned and operated her own business in the Woodlands for 20 years. A resident of Montgomery County for over 45 years, she is familiar with The Woodlands, North Houston, Spring, Conroe, and surrounding areas. Teresa's initial dream of becoming a Realtor quickly progressed into her leading one of the top award-winning teams at Keller Williams Realty, The Woodlands and Magnolia. In 2020, Teresa received the Cultural Ambassador Award for the Texas South Region. Teresa also co-founded and is President of the non-profit Wilona Dyson Charitable Foundation, which exists to support the local real estate community in sudden hardship emergencies.

### Counties Served

Montgomery County, Harris County, Walker County, Liberty County, Leon County, Trinity County, Polk County, Fort Bend County

### Services Offered

Short Sales, REO, Residential and Commercial Real Estate

### Accreditations

ALHS Accredited Luxury Home Specialist, CCIM Candidate, SFR Short Sale, Foreclosure, REO specialist

CONTACT ME ONLINE

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sartinteam.com WEBSITE

## RICK STEIN

### Villa Home

9001 Amberglen Blvd. #11108  
Austin, Texas 78729  
609.213.7250 PHONE

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1985 IN REO SINCE: 1995 SHORT SALE SINCE: 2008

### Bio

I have been a real estate professional since 1985 and an REO agent for approximately 25 years. A licensed broker associate in both New Jersey and Texas with teams in both states. I have sold hundreds of REOs back to the days of the Resolution Trust Corp. My experience also includes short sales and other pre-foreclosure processes. My team and I can provide timely and accurate BPOs, cash-for-keys, and maintenance when necessary. I am RES. NET and Equator certified.

### Technology Used

Equator, RES.NET, Pyramid Platform, Altisource, Auction.com, Xome, Exceleras, Olympus, Dakota

### Counties Served

NJ: Mercer and Burlington. Texas: Williamson, Travis, Bell, Hay

### Services Offered

Sales, BPOs

### Accreditations

Equator, short sale and RES.NET certified

CONTACT ME ONLINE

rick@rfspropertiesnj.com E-MAIL  
Ricksteinbroker.com WEBSITE

## KEITH STONE



**Keller Williams Best Southwest**  
2010 N. Hampton Road,  
Suite 300  
Desoto, Texas 75115  
214.799.0019 PHONE

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2015 IN REO SINCE: 2016 SHORT SALE SINCE: 2016

### Bio

My name is Keith Stone, and I am a Dallas-based, multi-million-dollar-producing real estate professional. I spent 17 years in the construction management industry and I was presented the unique opportunity to pursue my passion for real estate full time. I completed my first real estate transaction as an investor more than 15 years ago, and the sense of joy and accomplishment has never left. I truly look forward to every opportunity to utilize a culmination of my management skills, construction management knowledge, and personal experience as an investor to bring deals to a close and assist my clients and customers.

### Counties Served

Dallas, Tarrant, Ellis, Collin, Denton, Kaufman

### Services Offered

Short Sales & Foreclosures, REO Management, Property Preservation

### Accreditations

Graduate Realtor Institute (GRI), Short Sale & Foreclosure Designation (SFR), Texas Veterans Land Board Designation (TXVLB)

### Diversity Classification

African American

CONTACT ME ONLINE

info@realtorkeithstone.com E-MAIL  
www.realtorkeithstone.com WEBSITE

# SANDY WICKWARE



**Fathom Realty**  
209 Mabry Lane  
Red Oak, Texas 75154  
469.363.8501 PHONE  
469.363.8501 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2008 IN REO SINCE: 2012 SHORT SALE SINCE: 2009

## Bio

Licensed in 2008, I started with short sales and worked off REO inventory as a buyer's agent early in my career. Since that time, I have sold REO properties as the listing agent. In 2015, I got my broker's license, and I am now a Broker Associate with Fathom Realty, as well as a District Director. I manage over 30 agents, which gives me a great opportunity to get assistance should it be needed with any listings. Many of my newer agents are always ready to hold open houses as well as help market my listings. I have always been drawn to the distressed property market, and I enjoy working with asset managers. I am super easy to work with. All I need to know are the specific processes, and I am good to go.

## Technology Used

RES.NET, Equator

## Counties Served

Ellis, Dallas

## Services Offered

REO Listings, Short Sale, Deed-in Lieu, Valuation, Market Analysis

## Accreditations

CDPE, Five Star

## Diversity Classification

Women-Owned Business

CONTACT ME ONLINE

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www.swickware.fathomrealty.com WEBSITE

# WESLEY WILLIAMS

**RomeWest Properties**  
10705 sam snead  
El Paso, Texas 79935  
915-355-0841 PHONE  
915-355-0841 CELL

## PROFESSIONAL EXPERIENCE

## Bio

I have consistently ranked in the top tier of real estate professionals in west Texas and south New Mexico for quality of service and compliance with client requirements in the REO segment of the industry. Known for consistent attention to details and problem-solving, I maintain the highest standards of performance, including maintaining effective client relationships to attain mutual success goals. I am experienced in all aspects of REO servicing, marketing, and closing, along with property management capabilities.

## Services Offered

REO Listings, Short Sale, Deed in Lieu, Valuation, Market Analysis

## Diversity Classification

Minority-Owned Business

CONTACT ME ONLINE

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www.romewestpropertiesllc.com WEBSITE

# LARRY DURHAM



**Durmoye Realty**  
2500 Tanglewilde Street,  
Suite 491  
Houston, Texas 77063  
713.785.7070 PHONE  
832.731.5934 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2003 IN REO SINCE: 2008 SHORT SALE SINCE: 2010

## Technology Used

Ebrokerhouse.com

## Counties Served

Harris, Fort Bend

## Services Offered

REO Default Services

## Diversity Classification

Small Business, Veteran-Owned, Disabled Veteran-Owned, Minority

CONTACT ME ONLINE

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**ASHLEY CONLON****Century 21 Judge Fite**

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THEFIVESTARINSTITUTE

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DEFAULT  
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**MAKING  
CONNECTIONS IN**

**UTAH****SHANE THORPE****Fusion Real Estate**

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8015471000 CELL

**PROFESSIONAL EXPERIENCE**

IN REAL ESTATE SINCE: 1999 IN REO SINCE: 2001 SHORT SALE SINCE: 2005

**Bio**

As a graduate of Weber State University with a BS in marketing, Shane began working in marketing with Weber Credit Union of Utah as the Director of Marketing in 1987. Over a two-year period, he generated marketing campaigns that increased the asset deposits of the credit union by over \$7 million. Following the experience in the financial world, Shane pursued an opportunity in the oil industry as a regional oil broker. From there, Shane pursued opportunities that enabled him to manage larger, more regionalized sales forces extending west from the Mississippi. Over this six-year period, some of Shane's accomplishments included increasing sales by \$1.7 million annually, increasing the closing ratio of his salesmen by 43%, exceeding quota consistently prior to second-quarter reviews, developing upsale programs netting a 61% for affiliate product closings, and reducing overhead and travel expenses by 20% throughout all of his territories.

**Technology Used**

Pyramid, Exceleras, Equator, Connect, Radian, HUD Home Store, RES.NET, ServiceLink, Emerge, RRR, LRES, XOME, Asset Valuation, Computer Share, Core Logic, Pro-Tek, SWBC, Groudworks,

**Counties Served**

Weber, Davis, Salt Lake, Box Elder

**Services Offered**

REO, BPO, Valuation, Preservation, Restoration

**Accreditations**

REO Specialist, BPO Specialist, ePro, Certified Short Sale Specialist

**CONTACT ME ONLINE**

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[www.homeinutahforsale.com](http://www.homeinutahforsale.com) WEBSITE

REO**Red**Book

MAKING  
CONNECTIONS IN

VERMONT



DICK THACKSTON

**R.H. Thackston & Company**  
61 The Square, Suite 101  
Bellow Falls, Vermont 5101  
603.313.1231 PHONE  
802.463.5121 CELL

**PROFESSIONAL EXPERIENCE**

IN REAL ESTATE SINCE: 1982 IN REO SINCE: 1992 SHORT SALE SINCE: 26

**Bio**

R.H. Thackston & Company Realtors are licensed in New Hampshire, Vermont, and Massachusetts and are engaged in REO, commercial, and general brokerage throughout New England. We use our experience to help in the region we love. Our company's purpose is to help customers understand the process of buying and selling properties (REO, commercial, or traditional). Our realtors have been selling properties throughout the region for more than two decades and believe that educated consumers become our customers for life.

**Technology Used**

RES.NET, Equator, Pyramid Platform, TenD, LPS, LPS Desktop Invoice Management, CoreLogic, Fannie Mae, Frictionless, CoreLogic iClear, ServiceLink, FNF's National Lender Platform

**Counties Served**

Windham, Windsor, Bennington

**Services Offered**

REO Listings, Short Sale, Deed-in-Lieu, Valuation, Market Analysis

**Accreditations**

ABR, CSSS, REBAC, RES.NET AMP, Equator, Equator Platinum, Equator REO, Equator Short Sale, New Hampshire Real Estate Commission Approved Instructor, CitiMortgage, REO Best Practices Default School, Advanced Evaluations

CONTACT ME ONLINE

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REO**Red**Book

MAKING  
CONNECTIONS IN

VIRGINIA



# LEIGH ANN BARBER



**Virginia Capital Realty**  
1106 N. Thompson St.  
Williamsburg, Virginia 23230  
757.819.0559 PHONE  
804.545.6300 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1986 IN REO SINCE: 2006

## Bio

I am a Principal Broker and REO agent with over 30 years of real estate experience in the Richmond, Williamsburg, and central Virginia markets. My staff and I are committed to meeting the needs of our clients and providing all services associated with REO transactions. Virginia Capital Realty is one the largest independent real estate firms in central Virginia with wide exposure for our clients' listings. We specialize in evaluation, acquisition, and preservation. We have the stable resources to cover utilities, maintenance, repairs, and any expenses until the property is sold and closed. We look forward to working with you.

## Technology Used

Aspen Grove/iAgent, Auction.com, Cascade, Equator, Exceleras, HomePath, HomeSteps Connect, Keystone, LPS, Olympus, PEMCO, Pyramid, REOcentral, RES.NET, YARDI-HUD, P260, VRMS

## Counties Served

Central Virginia Region, including Richmond, Chesterfield, Hanover, Henrico, and Goochland. Williamsburg, Fredericksburg, and Charlottesville regions.

## Services Offered

REO Listings, Short Sale, Deed-in-Lieu, Valuation, Market Analysis

## Diversity Classification

Woman

CONTACT ME ONLINE

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www.virginiacapitalrealty.com WEBSITE

# JIM BASS



**Weichert Realtors - KBL Companies**  
2815 Godwin Blvd., Suite M  
Suffolk, Virginia 23435  
757.362.2199 PHONE  
757.362.2199 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2014 IN REO SINCE: 2014 SHORT SALE SINCE: 2014

## Bio

For the past eight years, I have been working the REO market with my wife/ broker and have closed in excess of 75 transactions annually. We have a team in place to handle a high volume of assets and currently have multiple REO accounts. I have been working with local contractors here in the tidewater area for the past 15 years, and with my residential building background, I have a good knowledge of what it takes to repair most of these properties and the cost involved to help our asset managers make optimal decisions on the properties they are looking at marketing. We successfully handle CFK, evictions, property inspections, and checks and have qualified contractors to do fair and quality work.

## Counties Served

Cities of Ches, Norfolk, Suffolk, Franklin, Virginia Beach, Portsmouth, Hampton, Newport News, Williamsburg, York County. NC Gates Co, Hertford Co, Chowan Co, Lake Gaston, Perquimans Co, Littleton, Roanoke Rapids

## Services Offered

CFK, REO sales and marketing, BPO, evictions

## Accreditations

VRM certified, BPO certified

## Diversity Classification

Veteran-owned

CONTACT ME ONLINE

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kblrealstate.com WEBSITE

# LINDA BASS



**Weichert Realtors - KBL Companies**  
3345 Bridge Road, Suite 900  
Suffolk, Virginia 23435  
757.472.7514 PHONE  
757.472.7514 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: IN REO SINCE: 2009 SHORT SALE SINCE: 2005

## Bio

I am a licensed broker in North Carolina and Virginia with over 30 years' experience as a Managing Broker. I am currently a Broker/Owner specializing in the sale and management of REO properties. I successfully manage CFK, property inspections, BPOs, and market properties with sold status in under 90 days.

## Technology Used

Black Knight, LPS

## Counties Served

Norfolk, Chesapeake, Virginia Beach, Portsmouth, Suffolk, Isle of Wight, Hampton, Newport News, Franklin, Gates, Camden, Pasquotank, Perquimans, Bertie, Northampton (NC), Hertford

## Services Offered

REO Listings, Short Sale, Deed-in-Lieu, Valuation, Market Analysis

## Accreditations

BPO Certified, VRM University, Diversity Training, GRI, MIRM

## Diversity Classification

Women-Owned Business; Veteran-Owned Business; Woman

CONTACT ME ONLINE

lindajonesbass@gmail.com E-MAIL

# JOY LIGGAN



**Virginia Capital Realty**  
1106 N. Thompson St.  
Richmond, Virginia 23230  
804.545.6300 PHONE  
804.545.6300 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2006 IN REO SINCE: 2006 SHORT SALE SINCE: 2006

### Bio

Since 1998, Joy Liggan worked alongside her husband, Brian Liggan, the leading broker for foreclosures in Central Virginia for over 35 years. In 2006, they founded Virginia Capital Realty, and through their experience and expertise in the REO market, Virginia Capital Realty became the preferred brokerage for many lenders and outsourcers. Joy's background in corporate marketing and sales management ensures that properties are effectively promoted with the greatest impact to potential homebuyers.

### Technology Used

RES.NET, Pyramid, Exceleras, Equator, LPS, VRMS, HomePath, HomeSteps Connect, Aspen Grove, BB&T REO, Cascade, REO Central, Olympus, YARDI-HUD, P260, Auction.com, Keystone

### Counties Served

Central Virginia Region including Richmond, Chesterfield, Hanover, Henrico and Goochland. Williamsburg, Fredericksburg and Charlottesville Regions

### Services Offered

REO Listings, Short Sale, Deed-in-Lieu, Valuation, and Market Analysis

### Accreditations

RES.NET REO Certified Agent, CSSA, Equator Certified

CONTACT ME ONLINE

[vacapreo@virginiacapitalrealty.com](mailto:vacapreo@virginiacapitalrealty.com) E-MAIL  
[www.virginiacapitalrealty.com](http://www.virginiacapitalrealty.com) WEBSITE

# JOHN McINNIS



**Champion Realty & Management**  
4605 Pembroke Lake Circle,  
Suite 103d  
Virginia Beach, Virginia 23455  
757.580.7653 PHONE  
757.557.0027 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1997 IN REO SINCE: 2007 SHORT SALE SINCE: 2009

### Bio

Licensed since December 1996. Held broker's license 2006. Experienced in REO properties, short sales, BPOs, BOVs, REO expert certification through Institute of REO.

### Technology Used

Res Net, Equator, Pyramid Platform, Excelares

### Counties Served

Virginia Beach, Chesapeake, Norfolk, Portsmouth, Suffolk, Hampton, Newport News & all other surrounding areas in Hampton Roads region.

### Services Offered

Pre-Foreclosure Services, Property Management, Valuation Services, Trash-Outs, Security Stablolation, Property Preservation

### Accreditations

Designations held include ABR, GRI CRS, New Homes Certification, REO Expert Certification. Certified in RES.NET & Equator platforms.

CONTACT ME ONLINE

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[www.championrealtymanagement.com](http://www.championrealtymanagement.com) WEBSITE

# CARMEN QUINN



**Premier Properties and Associates**  
12715-C Warwick Blvd.  
Newport News, Virginia 23606  
757.291.8844 PHONE  
757.930.2027 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1997 IN REO SINCE: 2005

### Bio

Premier Properties & Associates has serviced the Coastal Virginia and Hampton Roads area for more than 25 years. Carmen Quinn is a top-producing broker/owner specializing in REOs, government foreclosures, and recovering distressed real estate assets. The Premier Properties Team is hard working, focused, and effective at getting their clients' goals met in the shortest amount of time. State-of-the-art technology, knowledge, communication, promptness, and first-class customer services are part of what you can expect to receive from the team.

### Technology Used

Equator, RES.NET, Pyramid Platform, P260, Olympus AMS, LPS Desktop, Black Knight, Yardi

### Counties Served

Chesapeake, Gloucester, Hampton, James City, Newport News, Norfolk, Portsmouth, Smithfield, Suffolk, Virginia Beach, Williamsburg, York, Yorktown

### Services Offered

Pre-foreclosure Services/Analysis, Property Preservation, Security, Stabilization, Trash-Outs, Valuation Services

### Accreditations

National Association of Realtors, Virginia Association of Realtors, Virginia Peninsula Association of Realtors, Endorsed Local Provider for Dave Ramsey, Five Star REO and Short Sale Certified, RES.NET AMP Certified, Equator Certified, HUD Expert Training Agents and Brokers, Equator - Platinum Certified and REO Certified, Military Relocation Professional

CONTACT ME ONLINE

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# MICHAEL SANDS



**EXP Realty**  
 10053 Barnes Road  
 Locust Grove, Virginia 22508  
 540.205.4252 PHONE

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1998 IN REO SINCE: 2008 SHORT SALE SINCE: 2007

## Bio

Sales agent licensed in 1998 and became a licensed broker in 2001. Opened first office, Sands & Associates, in 2001, and then became a Broker/Principle of Keller Williams Realty in Temecula, California in 2003. Started working in short sales in 2007 and moved into working with REOs on both the listing and selling side in 2008. During the crash of 2008 and the years to follow, I was personally averaging 30+ listings a month while overseeing an office of sales agents that also had a good load of assets assigned to them each month as well. When the market started to return to "normal," I expanded my presence in other areas of real estate, including brokering a property management company, personal investments, and some commercial sales.

## Services Offered

REO and short sale real estate services

CONTACT ME ONLINE

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[sandsreinfo.com](http://sandsreinfo.com) WEBSITE

# JEFFERY SHUMAKER



**RE/MAX Agility**  
 24585 Stone Carver Drive,  
 Suite 250  
 Aldie, Virginia 20105  
 703.606.0628 PHONE  
 703.996.4411 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2005 IN REO SINCE: 2006 SHORT SALE SINCE: 2007

## Bio

Jeff Shumaker is the principal Broker/ Owner of RE/MAX AGILITY located in Loudoun County Virginia. Coach, mentor, licensed instructor, and motivational speaker are only a few of his titles. His real focus is on helping families buy and sell properties. A 2019 inductee to the RE/MAX Hall of Fame, NVAR Multimillion-Dollar Top Producer, and NVAR Life Time Top Producer are some of his recent awards. If you are looking for a highly skilled, knowledgeable, and honest agent that will protect you and your family's interests, he is your guy. Before real estate, Jeff worked as a loan officer closing residential and commercial mortgages. He has managed and sold over 1,000 REO properties during the 2008 housing crisis.

## Counties Served

Loudoun, Prince William, Fairfax, Fairfax City, Arlington Co, Fauquier, Montgomery, Prince Georges, Frederick,

## Accreditations

CRS, CLHMS, Buffini Mentor, Licensed Real Estate Instructor

## Diversity Classification

Minority-Woman Owned Company

CONTACT ME ONLINE

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# AMY TALLEY

**Oakstone Properties**  
 2012 John Rolfe Parkway  
 Richmond, Virginia 23238  
 804.310.7512 PHONE  
 804.545.7309 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: VA IN REO SINCE: 2002

## Bio

Please feel free to contact me regarding managing your Virginia REO properties. We have a proven record of success in managing all facets of the marketing and sale of REO properties. We have experienced REO agents who get the job done.

## Technology Used

RES.NET, Equator, Aspen Grove

## Counties Served

Hanover, Chesterfield, Richmond, Henrico, Louisa, Powhatan, New Kent, James City, Goochland, King, William

## Services Offered

REO Listings, Valuation, Market Analysis

## Accreditations

CDPE

CONTACT ME ONLINE

[amy.talley@comcast.net](mailto:amy.talley@comcast.net) E-MAIL

## MOHAMMED WASEEM



**1st Down Real Estate Group**  
4950-C Eisenhower Ave.  
Alexandria, Virginia 22304  
703.899.2365 PHONE  
703.899.2365 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2004 IN REO SINCE: 2010 SHORT SALE SINCE: 2010

### Bio

As a full-time real estate broker for the past 19 years and a lifetime resident of the Northern VA area, I have extensive knowledge and expertise in the local market trends and the art of making a deal. I'm not just a Realtor, I'm an active member of my community. That puts me in the prime position to help my clients find the best deals, sell for top dollar, and walk away from a transaction feeling great. Don't take my word for it! For the past eight consecutive years, I've been named Top Producer in my previous office, and earned the Multi-Million-Dollar Agent award every year. I have personally completed over 6,000 BPOs in the 2010 market and have been involved in over 80 REO and short sale transactions.

### Technology Used

RES.NET, Dispositions/Exceleras, Equator

### Counties Served

Virginia: Alexandria, Arlington, Fairfax, Falls Church, Loudon, Manassas, Prince William; Maryland: Prince George's, Montgomery

### Services Offered

REO Listings, BPO Valuations

### Accreditations

Five Star

### Diversity Classification

Minority-Owned Business; Black; Asian

#### CONTACT ME ONLINE

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## HARSHAL ACHARYA

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## LAURA BAILEY

**Coldwell Banker**  
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## CARMEN GUERRERO

**USA Realtors Group**  
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## DON STEBBINS

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don@donstebbins.com E-MAIL  
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# REO Red Book

## MAKING CONNECTIONS IN

# WASHINGTON



## JAMIE GIRVIN



**Coldwell Banker Bain**  
12721 Bel Red Road  
Bellevue, Washington 98005  
425.467.1576 PHONE

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2008 IN REO SINCE: 2008 SHORT SALE SINCE: 2008

### Bio

As SVP, Jamie oversees Coldwell Banker Bain's Asset Management division. She holds her managing broker license in both Oregon and Washington state. Her team consists of established REO listing agents and support staff that has been in place for over two decades. Coldwell Banker Bain's asset management team goal is to facilitate investors, servicers, and asset managers in offloading default inventory in an expedient and profitable way in the Pacific Northwest. Jamie and team take actionable steps to prioritize client and partner needs and continue to set a high bar for the industry.

### Counties Served

King, Snohomish, Island, Pierce, Kitsap, Skagit, Clark, Thurston, Whatcom, Multnomah, Washington, Clackamas, Deschutes, Yamhill

### Services Offered

Full-Service REO Broker Team

CONTACT ME ONLINE

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[www.coldwellbankerbain.com](http://www.coldwellbankerbain.com) WEBSITE

## MICHAEL HISCUIT



**Coldwell Banker Voetberg Real Estate**  
1209 Borthwick, Suite B  
Centralia, Washington 98531  
360.827.4094 PHONE  
360.827.4094 CELL

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2012 IN REO SINCE: 2012 SHORT SALE SINCE: 2013

### Bio

Dealing with real estate for many years, I have become a specialist with Fannie Mae foreclosed homes for sale. Being a licensed agent and Realtor, my goal is to guide my clients to success in the process of selling or buying a home. Working in the financial world for many years, I am well aware of what is necessary for the purchase and sale of a home. I can help you understand what it will take to get into a home or to sell one. I have worked with Fannie Mae foreclosures for many years and understand the ins and outs of the market. I feel qualified to lead you in the purchase of a Fannie Mae property. In the process of selling homes at Coldwell Banker, I have received numerous awards honoring my sales achievement.

### Technology Used

IDX Feed, Equator, RES.NET, Exceleras, NWMLS

### Counties Served

Lewis, Cowlitz, Thurston, Grays Harbor, Pacific

### Services Offered

REO Listings, CFK, Lien Status, Valuation, Repair Management, Market Analysis, Marketing

### Accreditations

QSC, e-Pro, AHWD, Five Star Academy Master Certification

### Diversity Classification

Veteran

CONTACT ME ONLINE

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## STEPHANIE JOHNSON



**Keller Williams Western Realty**  
425 Commerical St., Suite 200  
Mount Vernon, Washington  
98273  
360.739.9625 PHONE

### PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1998 IN REO SINCE: 2004 SHORT SALE SINCE: 2005

### Bio

I am dedicated to the real estate industry, where I specialize in default services as an REO broker and handling property short sales. Additionally, I serve as the Designated Broker to the Keller Williams Western Realty offices in Bellingham, Mount Vernon, and Oak Harbor. During my 22 years as a real estate broker, I have been involved in both the Washington State Association of Realtors and local Whatcom County Association of Realtors, serving as a State Director on the Board of Directors. My passion lies in supporting our wonderful community! I coordinate several fundraising events throughout the year, including the annual Keller Williams Red Day Community Service Event, KW Cares program for Keller Williams Associates & their families, and raising funds for the Bellingham Food Bank and Lydia Place.

### Technology Used

Equator, RES.NET, Pyramid Platform, Ebrokerhouse

### Counties Served

Whatcom, Skagit, San Juan, Island, Snohomish

### Services Offered

REO Broker, Short Sale Negotiations, Property Preservation Oversight

### Accreditations

REO Default Certified Professional, RES. NET REO Certified, Equator Pro, Elite REO Network

CONTACT ME ONLINE

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[www.reoronorthwest.com](http://www.reoronorthwest.com) WEBSITE

# JAMES MADSEN



**Synergy Properties LLC**  
706 W. Garland Ave.  
Spokane, Washington 99205  
509.999.6912 PHONE  
509.999.6912 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2000 IN REO SINCE: 2000 SHORT SALE SINCE: 2009

## Bio

With 20+ years of experience in the REO industry, I specialize in difficult-to-move properties in the Spokane area. I am very responsive to requests. I perform BPOs, cash-for-keys, evictions, property preservation, and 24-hour turnaround on occupancy checks. My objective is to market and sell your assets for the highest price in the shortest amount of time.

## Technology Used

RES.NET, Equator, LPS, SingleSource, Pyramid Platform, VRM

## Counties Served

Spokane, Stevens, Lincoln, Pend Oreille

## Services Offered

REO Listings, Short Sale, Valuation, Market Analysis

## Accreditations

Five Star Master Certified, A-REO, ABR, CPV, e-Pro, RDCPro

## Diversity Classification

Veteran-Owned Business

CONTACT ME ONLINE

[james@reorealtorspokane.com](mailto:james@reorealtorspokane.com) E-MAIL

# STEVE McNAMER



**McNamer Homes**  
3800 Bridgeport Way W,  
Unit 135  
University Place, Washington  
98466  
253.442.3322 PHONE  
253.310.1239 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 2011 IN REO SINCE: 2012 SHORT SALE SINCE: 2012

## Bio

As a Pacific Northwest real estate broker, I get to make the often complex landscape of real estate transactions as easy and smooth on you as possible. I manage the details so you don't have to stress and can be positioned for success! There are many qualities and skills that go into being ranked a Pacific Northwest Top 2% Real Estate Professional: integrity, in-depth community and market knowledge, marketing savvy, effective negotiation skills, and a high-quality professional network, all of which are hallmarks of how I work. In my 10+ years of experience, I've found that providing the best service is essentially about putting my clients first. Being accessible, giving tactical advice in your best interest, and listening to and responding quickly to your needs are just some of the ways my "client-first" philosophy is applied.

## Technology Used

Pyramid, RES.NET, Equator certified

## Counties Served

King, Pierce, Kitsap, Mason, Thurston, Snohomish

## Services Offered

Listing, Cleaning, Staging, Junk Removal, Rehab

## Accreditations

Short Sale Specialist Certification, Pyramid, RES.NET, Equator Certified, Certified Probate Real Estate Specialist, Negotiation Specialist.

CONTACT ME ONLINE

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[www.stevemcnamer.com](http://www.stevemcnamer.com) WEBSITE

# REO Red Book

## MAKING CONNECTIONS IN

# WISCONSIN



**KELLY GABOR**

**Bear Realty**  
565 Milwaukee Ave.  
Burlington, Wisconsin 53105  
262.210.1378 PHONE  
262.763.8116 CELL

**PROFESSIONAL EXPERIENCE**

IN REAL ESTATE SINCE: 1998 IN REO SINCE: 1999 SHORT SALE SINCE: 2000

**Bio**

I have been a Realtor for over 24 years at Bear Realty in Southern Wisconsin. Besides regular listing, I have been doing REOs for over 20 years, as well as BPOs of many forms. I am a full-time agent. I have full staff available to me if I am unavailable. I work with many asset companies.

**Counties Served**

Milwaukee, Waukesha, Walworth, Kenosha, Racine

**Services Offered**

REO listing, BPOs, draw inspection, and more.

**Accreditations**

C-Reps, Certificate of Expertise, Nabpop

CONTACT ME ONLINE

[kelly@bearburlington.com](mailto:kelly@bearburlington.com) E-MAIL  
<https://bearrealty.com> WEBSITE

**MIA SCAFFIDI**

**RE/MAX Xpress**  
3900 W. Brown Deer Road,  
#130  
Brown Deer, Wisconsin 53209  
414.651.6999 PHONE  
414.651.6999 CELL

**PROFESSIONAL EXPERIENCE**

IN REAL ESTATE SINCE: 2008 IN REO SINCE: 2014 SHORT SALE SINCE: 2008

**Bio**

The Scaffidi Team provides an internal/external team that includes a buyer's agent, administrative support, marketing assistance, sales administration, inspection services, property maintenance, and repair and closing support. We manage all aspects of REO marketing, management, and sales support throughout the life of a listing. We employ sound BPO practices when pricing our listings, supervise all aspects of field service activities, and provide marketing/sales support to meet our clients' business objectives. We market through various online activities that include social media, virtual tours, and email campaigns. Listings are anchored with a property landing page and advertised in MLS, on RE/MAX.com, and published to 91 online sites through ListHub for maximum exposure.

**Technology Used**

Equator, RES.NET, Olympus, Pyramid, Exceleras, LPS Desktop Management

**Counties Served**

Milwaukee, Ozaukee, Sheboygan, Washington, Waukesha

**Services Offered**

REO Listings, Short Sale, Deed-in-Lieu, Valuation, Market Analysis

**Accreditations**

Five Star Regulatory Compliance, Five Star Legal Practice, Five Star Diversity and Inclusion, Five Star Distressed Asset Disposition, RES.NET REO Agent, Equator REO Certified, NAR Short Sale & Foreclosure Resource

**Diversity Classification**

Women-Owned Business

CONTACT ME ONLINE

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[xpress-connect.com](https://xpress-connect.com) WEBSITE

**REO Red Book**

**MAKING  
CONNECTIONS IN**

**WYOMING**



# BARBARA KUZMA



## Kuzma Success Realty

603 E. 17th St.  
Cheyenne, Wyoming 82001  
307.630.1070 PHONE  
307.638.8660 CELL

## PROFESSIONAL EXPERIENCE

IN REAL ESTATE SINCE: 1979 IN REO SINCE: 1986 SHORT SALE SINCE: 1986

## Bio

I own and manage Kuzma Success Realty, which I started in 1994. I have been one of Cheyenne's top listing and selling agents for over 25 years. I sold prior in MO and CA. I am experienced with REOs, short sales, arm-length transactions on multifamily units, single-family homes, land, and commercial properties. I belong to many clubs and organizations and have served on our Board of directors for MLS and the Cheyenne Board of Directors. I also have served on the Board of directors for Boys and Girls Clubs, Cheyenne's Women's Civic League, and others. I find real estate challenging and exciting daily as I work with different personalities and situations. It is a rewarding career.

## Technology Used

Text messages, emails, Messenger, Facebook, iPhone, videos, Instagram

## Counties Served

Laramie County and Albany County

## Services Offered

BPOs for REOs and short sales and listing and selling properties

## Accreditations

C2EX from NAR, SRES, GRI, CRS AKA RRC, and CRB

## Diversity Classification

I filled out Diversity Verification with AMRE form.

## CONTACT ME ONLINE

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kuzmasuccess.com WEBSITE

# INDEX

## ALABAMA

JOHN DANIEL	PAGE 50
MARIE DICKINSON	PAGE 4
SHERI JONES	PAGE 5
MELISSA JUSTICE	PAGE 4
AARON MIGHTY	PAGE 44
HUGH MORROW	PAGE 5
NEAL THOMAS	PAGE 5

## ARIZONA

RICHARD AMDAHL	PAGE 7
POLLY BLACKWELL	PAGE 6
MARTIN GEORGIANNI	PAGE 6
TAMRA LEE ULMER	PAGE 7

## ARKANSAS

KENDRA MURPHY	PAGE 8
SAMUEL LARRY PETTUS	PAGE 8
ALLEN TRAMMELL	PAGE 9
KAREN WATKINS	PAGE 9
LAVINNA WOOD	PAGE 9

## CALIFORNIA

ROSS ABBASI	PAGE 10
CEDRIC AGE	PAGE 10
BRENDA ALARCON	PAGE 11
CAROL ANDERSON	PAGE 27
NORMA ARGUELLO	PAGE 27
IRMA ARREGUIN	PAGE 11
GAY LYNN BARNES	PAGE 27
NANCY BEARD	PAGE 11
MAYRA BERUMEN	PAGE 12
JENNIFER BLAKE	PAGE 12
EDWARD BLAKELEY	PAGE 12
CAROL BLEVINS	PAGE 13
FEDERICO S BURGOS JR	PAGE 13
JASON CHAPMAN	PAGE 13
TIFFANY DALGIC	PAGE 14
CHRISTINE DIAZ	PAGE 27
LAURA DIETZ	PAGE 14
JANET FARLEY	PAGE 98
JOYCE ESSEX HARVEY	PAGE 14
EDDIE FLORES	PAGE 27
SHARON FONSECA	PAGE 27
MICHAEL FRIEDMAN	PAGE 15
SYLVIA GAFFNEY	PAGE 15
MICHELLE GONZALEZ	PAGE 15
ROBERT GONZALEZ	PAGE 16

PAULA GOODSPEED	PAGE 16
SERGIO GUTIERREZ	PAGE 27
MARCO HENRIQUEZ	PAGE 16
MONICA HILL	PAGE 17
CASLYN HUCK	PAGE 17
MAUREEN IMMING	PAGE 17
KURT IULI-KINSEY	PAGE 18
GARY KESHISHYAN	PAGE 27
JASON KIM	PAGE 18
CHRISTINA KNIAZEWYCZ	PAGE 18
ELAINE LANTERMAN	PAGE 19
CECILIA LLERENAS MUTIA	PAGE 19
JENNIFER MARTIN	PAGE 52
MATTHEW MARTINEZ	PAGE 19
ALIFONSO MENDOZA	PAGE 20
LANA MITSEVICH	PAGE 20
JIM NAULTY	PAGE 20
JAMES PEREZ	PAGE 21
MICHAEL PERRY	PAGE 21
THEAUTIS PERSONS	PAGE 21
ROBERT PITTMAN	PAGE 22
MARVIN REMMICH	PAGE 22
MARIA RICHARDS	PAGE 22
BRAD ROTH	PAGE 23
JEFF RUSSELL	PAGE 23
ALFRED SAIZ	PAGE 23
ED SANCHEZ	PAGE 24
MICHAEL SANDS	PAGE 124
FREIDA SANEI	PAGE 24
ANGELICA SUAREZ	PAGE 24
MARK STONE	PAGE 27
MONET TEMPLETON	PAGE 27
RANDY THOMAS	PAGE 25
MICHAEL TSYPIN	PAGE 25
CELESTINA URIARTE	PAGE 25
LISA VALENTINE	PAGE 26
NANCY VILLASENOR	PAGE 26
MARIA ZUNIGA	PAGE 26

## COLORADO

REGINA ALMINTAKH	PAGE 28
KEVIN GOOD	PAGE 28
JAMIE GOODVIN	PAGE 29
JOSHUA LANDERS	PAGE 29
CAROLYN REEVES	PAGE 29
MATTHEW REVITTE	PAGE 30
SHARANNE ROTHENBUCHER	PAGE 30
TONY GREER	PAGE 30

---

**CONNECTICUT**

---

KAREN M. BUCCI	PAGE 32
FRANK DANNA	PAGE 32
ROBERT DRAKELEY	PAGE 32
JENNIFER RUSPINI	PAGE 33
GINA SAPNAR	PAGE 85
STEVE RIVKIN	PAGE 33
GHEORGHE ZICHIL	PAGE 33

---

**DELAWARE**

---

ROB ARLETT	PAGE 31
GINA SAPNAR	PAGE 85
KEVIN WALLACE	PAGE 87

---

**DISTRICT OF COLUMBIA**

---

JOHN AGIM	PAGE 70
HARSHAL ACHARYA	PAGE 125
LACRISHA BUTLER	PAGE 34
VERA CALDWELL	PAGE 68
LARRY DANIELS	PAGE 34
AARON MIGHTY	PAGE 44
WES NICHOLS	PAGE 45
ROSE OGBONNA	PAGE 69
PATRICIA OKOLO	PAGE 35
JEFFERY SHUMAKER	PAGE 124
RAJ SIDHU	PAGE 70

---

**FLORIDA**

---

GARY ALTIZER	PAGE 35
CINTHIA ANE MCGREEVY	PAGE 36
BENJAMIN BAKER	PAGE 36
ANGEL BARREIRO	PAGE 36
MARIA BECERRA	PAGE 37
STACY BORGES	PAGE 37
LORI CAMPBELL	PAGE 38
JOSEPHINE CARPENTER	PAGE 38
IAN CLAUSEN	PAGE 39
LUANN COLLINS	PAGE 39
JEFFREY CORRIOLAN	PAGE 48
VERONICA CREGO FLORES	PAGE 39
FRANK DANNA	PAGE 32
THOMAS DAY	PAGE 40
VLADIMIR G. DIAZ	PAGE 40
NICOLE EVASIUS	PAGE 48
JANET FARLEY	PAGE 98
JOSE R. FENTE	PAGE 40
LUIS GUZMAN	PAGE 41
TODD HAGUE	PAGE 57
DAVID E. HAZELLIEF	PAGE 48
SHARON HOLT	PAGE 48
MICHAEL HOOD	PAGE 41

EDWARD HRU	PAGE 41
JUSTINE JIMENEZ GARCIA	PAGE 42
LARISSA JOHNSON	PAGE 42
STEPHANYE JOHNSON	PAGE 48
JUSTIN KNOPS	PAGE 42
CHRISTI KRIEGER	PAGE 100
ROZANNE KURMAN	PAGE 58
TRACEY McCUE PAULSEN	PAGE 43
DEBBIE MCHARDY	PAGE 43
JAMES McPEAK	PAGE 43
AARON MIGHTY	PAGE 44
TAMIKA MOSES	PAGE 44
WES NICHOLS	PAGE 45
STEVE NORRITO	PAGE 45
PATRICIA OKOLO	PAGE 35
CATALINA RESTREPO	PAGE 49
GINA SAPNAR	PAGE 85
MIGUEL SORIA	PAGE 45
AL SPRY	PAGE 46
GINA STEGER	PAGE 46
LISA SZETO	PAGE 49
PATRICIA TRUMAN	PAGE 46
JAMES WADE	PAGE 47
LEANNE WALKER	PAGE 47
GERI WESTFALL	PAGE 47
NANCY YIALOURIS	PAGE 48
HALINA ZDANOWSKI	PAGE 48

---

**GEORGIA**

---

EDITH ANGELO	PAGE 49
KIMBERLI CLEMENTS	PAGE 50
JOHN DANIEL	PAGE 50
BRIANNE FELTON	PAGE 50
ART GARRISON	PAGE 51
CHARLOTTE HUDSON	PAGE 51
KRIS KOLARICH	PAGE 51
JENNIFER MARTIN	PAGE 52
AARON MIGHTY	PAGE 44
RICK MONTGOMERY	PAGE 99
SHANTIL NEWTON	PAGE 65
HUBBARD POPE	PAGE 52
ANGELA POWELL	PAGE 52
CARLTON PURVIS	PAGE 53
TARA ROBINSON	PAGE 53
MICHELLE RUSHING	PAGE 53
CHARLES SANFORD	PAGE 54
GINA SHARMA	PAGE 54
CORY WHITMAN	PAGE 54

---

**HAWAII**

---

STEVEN PAGANO	PAGE 55
LOU ANN UYEDA	PAGE 55

---

**ILLINOIS**

---

LUANN COLLINS	PAGE 39
JAMES CONWAY	PAGE 56
DONNA FAUNTLEROY	PAGE 56
ROSEANNA GOMER	PAGE 57
CHERYL GORDON	PAGE 57
TODD HAGUE	PAGE 57
ELONA HAMILTON	PAGE 58
ROZANNE KURMAN	PAGE 58
EDWARD LUKASIK	PAGE 58
TAMIKA MARKS	PAGE 59
PAMELA MARTIN	PAGE 61
STEVE MEEKER	PAGE 59
AARON MIGHTY	PAGE 44
SUSAN MILLER	PAGE 59
MARGE PAWLAK	PAGE 60
CRIS SALLMEN	PAGE 60
MICHELLE SYBERG	PAGE 77
EGLÉ (ELLEN) VASILIAUSKIENE	PAGE 60
GEORGE VLASIS	PAGE 61
LISA WEBB	PAGE 61
TIM WINFREY	PAGE 61
HALINA ZDANOWSKI	PAGE 48

---

**INDIANA**

---

CHERYL GORDON	PAGE 57
PAMELA MARTIN	PAGE 61
STEVE MEEKER	PAGE 59
MIKE SHOUP	PAGE 62
RICKIE SIPE	PAGE 62
DUANE WILDER	PAGE 63
HALINA ZDANOWSKI	PAGE 48

---

**IOWA**

---

ZACHARY BESCHORNER	PAGE 63
--------------------	---------

---

**KANSAS**

---

JOHN CHANEY	PAGE 64
SCOTT HARVEY	PAGE 64
CONNOR REEVES	PAGE 76

---

**KENTUCKY**

---

MARK HASS	PAGE 65
CHRISTI KRIEGER	PAGE 100
SHANTIL NEWTON	PAGE 65
STEPHENIE WRIGHT	PAGE 65

---

**LOUISIANA**

---

RENEE AVILES	PAGE 66
DANA BONNETTE	PAGE 68
TOM BOOKHARDT	PAGE 66
CHERYL GUZZARDI	PAGE 67
RONALD JULIEN CRS GRI NRBA	PAGE 67
DANNY LYONS	PAGE 67
RICHARD HOSTETLER	PAGE 68

---

**MAINE**

---

CHERYL WAITT	PAGE 80
--------------	---------

---

**MARYLAND**

---

HARSHAL ACHARYA	PAGE 125
JOHN AGIM	PAGE 70
ROB ARLETT	PAGE 31
VERA CALDWELL	PAGE 68
SANDY CURTIS	PAGE 69
LARRY DANIELS	PAGE 34
JAMES E. DIGIROLAMO	PAGE 70
FREDERICK GOLDING	PAGE 69
AARON MIGHTY	PAGE 44
WES NICHOLS	PAGE 45
ROSE OGBONNA	PAGE 69
PATRICIA OKOLO	PAGE 35
JEFFERY SHUMAKER	PAGE 124
RAJ SIDHU	PAGE 70
MOHAMMED WASEEM	PAGE 125
LASHAWN WOODWARD	PAGE 70

---

**MASSACHUSETTS**

---

CHERYL WAITT	PAGE 80
--------------	---------

---

**MICHIGAN**

---

NAJAH FAWAZ	PAGE 71
ALEXANDER PANDOFF	PAGE 71
RICHARD STEWART	PAGE 71

---

**MINNESOTA**

---

TERRI DANIELSON	PAGE 72
FRANCINE MARSOLEK	PAGE 72
SCOTT RODMAN	PAGE 73
DEBRA SCHMIDT	PAGE 73

---

**MISSISSIPPI**

---

MARIE DICKINSON	PAGE 4
GREGORY GILLESPIE	PAGE 74
ARTHUR KENDRICK	PAGE 75
YOLANDA PARRIS	PAGE 74
AMY STEVENS	PAGE 74
KIMBERLEE WILLIAMS	PAGE 75
JENNIFER ZEAGLER	PAGE 75

---

**MISSOURI**

---

JOHN CHANEY	PAGE 64
SCOTT HARVEY	PAGE 64
GWENDOLYN KEMPER	PAGE 76
CONNOR REEVES	PAGE 76
ROBERT ROBY	PAGE 76
MICHELLE SYBERG	PAGE 77

---

**MONTANA**

---

ANN HALL	PAGE 77
----------	---------

---

**NEBRASKA**

---

PEG MALONEY	PAGE 78
-------------	---------

---

**NEVADA**

---

JULIA FENG	PAGE 79
JAMES HASTINGS	PAGE 79
LISA VALENTINE	PAGE 26

---

**NEW HAMPSHIRE**

---

DICK THACKSTON	PAGE 121
CHERYL WAITT	PAGE 80

---

**NEW JERSEY**

---

RALPH BARONE	PAGE 81
YOSEF BEANE	PAGE 81
MARTIN BIANCHI	PAGE 81
CHANA COHEN	PAGE 88
ROBERT DANATZKO	PAGE 88
OMAR DIN	PAGE 82
MICHAEL DOEPKER	PAGE 88
ANTHONY GOMES	PAGE 82
ALEXIS GUILLIANI	PAGE 82
RYAN KNAB	PAGE 83
JENNIFER KUHN	PAGE 83
PABLO LOPEZ	PAGE 83
OSCAR MARINO	PAGE 88
JIM MARKS	PAGE 106
CHARLES MILTENBERGER	PAGE 84
BARBARA PAGELLA	PAGE 84
DAVID QUINONES	PAGE 85

SARAH RICHARDS	PAGE 112
SAMY SABBAGH	PAGE 85
MICHAEL SANTANGELO	PAGE 95
GINA SAPNAR	PAGE 85
FRANCESCA SINACORI	PAGE 86
RICK STEIN	PAGE 118
NICHOLAS VERDI	PAGE 86
DAVID WAINWRIGHT, JR.	PAGE 86
KEVIN WALLACE	PAGE 87
YOON WHANG	PAGE 87
BRIAN W. ZIEGENFUSS	PAGE 88

---

**NEW MEXICO**

---

MELINDA BAISA	PAGE 89
PAIGE COCHRAN	PAGE 89
JEREMIAH COLLINS	PAGE 89
ELAINE JOHNSON	PAGE 90
ESTHER PURKEY	PAGE 90

---

**NEW YORK**

---

RAFI AHMAD	PAGE 91
DEBORAH BACCHUS	PAGE 91
RYAN BENN	PAGE 91
JANICE CARRASCO	PAGE 92
MIKE CARROLL	PAGE 92
ANTHONY FERNANDEZ	PAGE 92
NIRAJ GHAI	PAGE 97
KAMLA JAIKARAN	PAGE 93
KENNY KISSOON	PAGE 93
JANET KNOPP	PAGE 93
STEVEN PAGANO	PAGE 94
BARBARA PAGELLA	PAGE 84
JEEWAN PERSAUD	PAGE 94
DAVID QUINONES	PAGE 85
KRIS RAMDAT	PAGE 94
MICHAEL SANTANGELO	PAGE 95
RJ SANTIAGO	PAGE 95
GINA SAPNAR	PAGE 85
ANDY SARRAZIN	PAGE 95
KELLY SHARIFIPOUR (DARBY)	PAGE 96
CHIMEODO UCHE	PAGE 96
MICHAEL WILSON	PAGE 96
TODD YOVINO	PAGE 97
GHEORGHE ZICHIL	PAGE 33

---

**NORTH CAROLINA**

---

JIM BASS	PAGE 122
ELLEN J. BECKER	PAGE 98
THOMAS BOHLMANN	PAGE 98
JANET FARLEY	PAGE 98
PETER GREJN	PAGE 99
RICK MONTGOMERY	PAGE 99
AARON MIGHTY	PAGE 44

---

**OHIO**

---

SCOTT EVANS	PAGE 100
JOHN FOX	PAGE 102
MARIE HOUSTON	PAGE 100
CHRISTI KRIEGER	PAGE 100
CHRISTY MOORE	PAGE 101
SHANE REID	PAGE 101
JILL RING	PAGE 101
GREGORY STRNISA	PAGE 102

---

**OKLAHOMA**

---

SHARIE MOORE	PAGE 103
LISA MULLINS	PAGE 103
JESSICA SCOTT	PAGE 103
PAT SLACK	PAGE 104

---

**OREGON**

---

GLADYS BLUM	PAGE 105
JAMIE GIRVIN	PAGE 126
TARA NAGELHOUT	PAGE 105

---

**PENNSYLVANIA**

---

DAVID BOHNING	PAGE 105
DARREN COTTRILL	PAGE 107
SANDY CURTIS	PAGE 69
OMAR DIN	PAGE 82
JENNIFER DINATALLY	PAGE 106
EMMA DJIYA	PAGE 106
JIM MARKS	PAGE 106
MARK REBERT	PAGE 107
SARAH RICHARDS	PAGE 112
GINA SAPNAR	PAGE 85
KEVIN WALLACE	PAGE 87

---

**PUERTO RICO**

---

RUBY GONZALEZ	PAGE 108
RITA SEDA RIVERA	PAGE 108
MIGUEL ORTIZ	PAGE 108
JORGE PAGAN	PAGE 108

---

**RHODE ISLAND**

---

LEANN D'ETTORE	PAGE 109
----------------	----------

---

**SOUTH CAROLINA**

---

SANDRA BUNDY	PAGE 110
KAREN BURES	PAGE 110
AARON MIGHTY	PAGE 44
RICK MONTGOMERY	PAGE 99
TARA ROBINSON	PAGE 53
CHARLES SANFORD	PAGE 54

---

**TENNESSEE**

---

ELIZABETH BANNISTER	PAGE 111
DEBRA BEAGLE	PAGE 111
RICHARD BELL	PAGE 111
TODD CLOUSER	PAGE 112
JARROD CURCIO	PAGE 112
AARON MIGHTY	PAGE 44
SARAH RICHARDS	PAGE 112
TONY THOMAS	PAGE 113

---

**TEXAS**

---

IKAY ABURIME	PAGE 113
KEISA BOSTICK	PAGE 114
BROOKLYNN CARDENAS	PAGE 114
CLAY CHERRY	PAGE 114
DARA DEALY	PAGE 115
ELIZABETH DEANE	PAGE 115
ASHLEY CONLON	PAGE 120
LARRY DURHAM	PAGE 119
JANET FARLEY	PAGE 98
BERNARD GREEN	PAGE 115
ROBERT HERRINGS, JR.	PAGE 116
RONALD HOOD	PAGE 116
AARON MIGHTY	PAGE 44
PEGGY ORF	PAGE 116
ALLEN POZZI	PAGE 117
DUSTIN RAYE	PAGE 117
ROXANNE RYDELL-GONZALEZ	PAGE 117
TERESA SARTIN	PAGE 118
RICK STEIN	PAGE 118
KEITH STONE	PAGE 118
SANDY WICKWARE	PAGE 119
WESLEY WILLIAMS	PAGE 119

---

**UTAH**

---

SHANE THORPE	PAGE 120
--------------	----------

---

**VERMONT**

---

DICK THACKSTON	PAGE 121
----------------	----------

---

**VIRGINIA**

---

HARSHAL ACHARYA	PAGE 125
JOHN AGIM	PAGE 70
LEIGH ANN BARBER	PAGE 122
LAURA BAILEY	PAGE 125
JIM BASS	PAGE 122
LINDA BASS	PAGE 122
CARMEN GUERRERO	PAGE 125
JOY LIGGAN	PAGE 123
JOHN McINNIS	PAGE 123
PATRICIA OKOLO	PAGE 35
CARMEN QUINN	PAGE 123
MICHAEL SANDS	PAGE 124
JEFFERY SHUMAKER	PAGE 124
AMY TALLEY	PAGE 124
RAJ SIDHU	PAGE 70
DON STEBBINS	PAGE 125
MOHAMMED WASEEM	PAGE 125

---

**WASHINGTON**

---

JAMIE GIRVIN	PAGE 126
MICHAEL HISCUTT	PAGE 126
STEPHANIE JOHNSON	PAGE 126
JAMES MADSEN	PAGE 127
STEVE McNAMER	PAGE 127

---

**WEST VIRGINIA**

---

SANDY CURTIS	PAGE 69
--------------	---------

---

**WISCONSIN**

---

KELLY GABOR	PAGE 128
FRANCINE MARSOLEK	PAGE 72
SCOTT RODMAN	PAGE 73
MIA SCAFFIDI	PAGE 128

---

**WYOMING**

---

BARBARA KUZMA	PAGE 129
---------------	----------



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