

# REO DIVISION



**SOLD**  
REO



South Hills Properties®

*We Move Properties – It's What We Do*



## Charles S. Karich

South Hills Properties  
1340 E. Route 66 Suite 106  
Glendora, California 91740

Tel: 626.967.7902  
Fax: 626.966.1214

B.R.E.I.D. #00890874 Broker  
#01776159 Officer

Tax I.D. EIN #205281938

E & O Ins. #QCR-3002760-02

Charles Karich has been serving the real estate market for over 28 years. He was instrumental in building South Hills Properties to one of the leading independently owned non-franchised firms in Southern California. Charles' knowledge, expertise and background in the residential resale market are extensive.

### Charles is actively involved in the following organizations and Boards of Realtors:

- REOMAC
- REOConnection
- REOBroker.com
- Employee Relocation Council (ERC)
- National Association of Realtors
- California Association of Realtors
- CRIS, CLAW, ITECH, MRMLS Matrix
- SoCal MLS, MLS Alliance

### Experience:

2009 Wilshire Broker of the Year

1993 - Present South Hills Properties, Glendora, CA

Built company to one of the largest and productive independently owned offices in Southern California

1988 - 1993 Century 21 Masters, Walnut, CA

Consistent award winning "Top Producer" in the Century System,. Ranked in top 3% nationwide

### Education:

U.C.I. Irvine 1986 - 1987

Mount San Antonio College, Walnut, CA  
Associate of Arts Degree 1984

Frankline School of Real Estate 1984

Member of the Employee Relocation Council in Washington D.C.

With a proven track record, Charles and his experienced team at South Hills Properties are ready to provide the best possible service to your REO marketing team.

2009 Wilshire  
Outstanding Achievement Award

Presented to

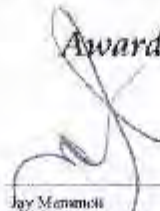
Charles Karich

*in recognition of having met the highest standards of excellence as the*

**BROKER OF THE YEAR**

*given on this 24<sup>th</sup> day of July in the year of 2009.*

Awarded By:



Jay Mancini  
Chairman, President and Chief Executive Officer  
Wilshire Credit Corporation



John Burnett  
Vice President - Default Management  
Wilshire Credit Corporation



Bryce Fendall  
Assistant Vice President - Real Estate Owned (REO)  
Wilshire Credit Corporation

## Marketing Strategies for REO Properties

As a seasoned professional in the marketing and selling of REO properties, the following aggressive marketing plan and services is applied selling your property in a timely fashion, while exceeding your expectations:

- Initial inspection and occupancy status report within 24 hours.
- Act as agent for the seller at the Sheriff's lock-out.
- Handle eviction process from start to finish.
- Re-key the property and attach lock box.
- Turn on utilities, and arrange for pool/spa service.
- Provide detailed initial inspection report with interior and exterior photos along with complete BPO within 3 working days.
- Provide termite inspection report.
- Arrange for initial debris removal and yard maintenance.
- Solicit bids from vendors and/or contractors for repairs.
- Supervise on-site repairs including before/after photos.
- Provide weekly property inspections with written monthly updates.
- Maintain properties in showable condition at all times.
- Once contract is signed, listing sent to local MLS service.
- Property advertised in local newspapers, Homes and Land Magazine and on the Internet at <http://listinglink.com> for national exposure
- Open houses and office caravans scheduled throughout the listing period, exposing all properties to area's top brokers.
- Monitor all escrows with weekly updates.
- All offers negotiated with your best interest in mind.

## Since 1992 Institutions Serviced

Advanta Mortgage  
 Bank of America  
 California Housing Finance Agency  
 California Thrift & Loan  
 Cendant  
 Countrywide  
 EMC Mortgage  
 Fannie Mae  
 Freddie Mac  
 GE Capital  
 GEMICO  
 GMAC/RFC  
 HFN  
 Indy Mac  
 NationsBank  
 Olympus Asset Management  
 PHH  
 The Money Store  
 Transamerica  
 UGIC  
 Washington Mutual  
 Wells Fargo  
 WMC

## Serving Southern California

### LA COUNTY ZIP CODES

ALHAMBRA	91801-91803
ALTADENA	91001
ARCADIA	91006-91007
AZUSA	91702
BALDWIN PARK	91706
CITY OF INDUSTRY	91714
CLAREMONT	91711
COVINA	91722-91724
DIAMOND BAR	91765
DOWNEY	90239-90242
DUARTE	91010
EL MONTE	91731-91734
GLENDALE	91201-91207
GLENDORA	91740-91741
HACIENDA HEIGHTS	91745
IRWINDALE	91706
LA CANADA-FLINTRIDGE	91011
LA MIRADA	90638
LA PUENTE	91744-91746
LA VERNE	91750
MONROVIA	91016
MONTEBELLO	90640
MONTEREY PARK	91754
NORWALK	90650-90652
PASADENA	91101-91126
PICO RIVERA	90660
POMONA	91766-91769
ROSEMEAD	91770
ROWLAND HEIGHTS	91748

SAN DIMAS	91773
SAN GABRIEL	91775-91776
SAN MARINO	91108
SIERRA MADRE	91024
SOUTH PASADENA	91030-91031
TEMPLE CITY	91780
WALNUT	91789
WEST COVINA	91790-91793
WHITTIER	90601-90605

### SAN BERNARDINO COUNTY ZIP CODES

CHINO	91708 91710
CHINO HILLS	91709
CORONA	92877-92883
FONTANA	92334-92337
MONTCLAIR	91763
ONTARIO	91761
RANCHO CUCAMONGA	91701 91729 91730 91737 91739
RIALTO	92376
UPLAND	91786

## Professional References

Bank of America  
Marina Karapetian  
626-485-1371

CA Housing Finance Agency  
Pam Ellis  
916-324-4652

Coldwell Banker NRT  
Kathy Jeffers Volk  
805-498-2843

Fidelity National Asset Management  
Cory Channell  
720-566-8209

Genworth Mortgage Insurance  
Bill Sobczak  
919-870-2240 or Cell 919-280-5075

GMAC Mortgage  
Sara Waite  
203-447-5264

JCL Asset Management  
Juli Feinberg  
480-342-8889

Litton Loan Servicing  
Sue Picorelli  
713-966-8863

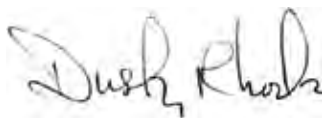
"Charles complete knowledge of my business and thorough understanding of the foreclosure and eviction process makes him an asset to my operation."



Larry Bean  
Real Property Officer




"Charles Karich produces sales averaging 108% of full appraisal in approximately 34 days – truly setting a standard for our business."



Dusty Rhodes  
REO Officer



"Charles keeps our best interests in mind and handles the marketing in a professional manner from the beginning to the end."



Sue Picorelli  
REO Specialist

Westfall & Company Realtors, Inc.  
National Marketing and Management Division

"We are pleased to list this property with your agency and look forward to working with your firm."



Deborah Jackson

**Bank of America**  
Bank of America Mortgage  
Real Estate Owned Department

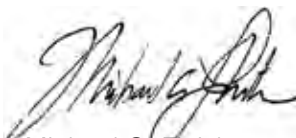
"Charles Karich's broker price opinions are done quickly and very thorough. I highly recommend Charles."



Mary Ann Salo  
Branch Manager



"I have enjoyed working with you and your group, and look forward to selling more of our properties with you."



Michael G. Fleishman  
Vice President

**Bay View Bank**  
SINCE 1971

*Dear Charles,*

*We want to thank you for advertising the Fannie Mae properties in a terrific newspaper ad on June 1st. We appreciate your marketing efforts in selling the "Fannie Mae Owned" properties and are proud to have you as one of our brokers. Please accept our token of appreciation of a job well done!! Thank you again!*

*Sincerely,*

*Fannie Mae: Dominick Fazzio, Scott  
Angus, Judy Kunisaki*

# REO DIVISION

PHH Network Services

1855 Gateway Blvd. Suite 950  
P.O. Box 4039

Tel 510-246-6500  
Fax 510-246-6854

**PHH**

January 26, 1995

To: SOUTH HILLS PROPERTIES  
536 S SECOND AVE STE C  
COVINA, CA 91723

Re: I/1282219  
232 E MONTECITO AVE  
SIERRA MADRE, CA 91024

Evaluated By : 3962

Acceptance Type : REGULAR

BMA Value : \$ 190,000

File Number : 03355-32430

Start Date : 01/13/95

Verbal Received : 01/18/95

Written Received : 01/18/95

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## PERFORMANCE EVALUATION – ACQUISITION

1. The broker provided the initial situation analysis in a timely manner. - Exceeded Expectations
2. The broker provided the necessary information to evaluate the property. - Exceeded Expectations
3. The broker was responsive and cooperative during the property evaluation. - Exceeded Expectations
4. Overall, the broker performance on this transaction was acceptable. - Exceeded Expectations

Comments: TURNED IN RIGHT ON TIME, DETAILED, TYPED, NEED 2 SETS OF PHOTOS, GOOD PICTURES, DISPLAYED WELL



# REO DIVISION

PHH Network Services

1855 Gateway Blvd. Suite 950  
P.O. Box 4039

Tel 510-246-6500  
Fax 510-246-6854

PHH

July 18, 1995

To: SOUTH HILLS PROPERTIES  
536 S SECOND AVE STE C  
COVINA, CA 91723

Re: I/1150978  
1831 AILERON AVE  
W. COVINA, CA 91792

Evaluated By : 9131

Acceptance Type : REGULAR

BMA Value : \$ 172,000

File Number : 03355-32369

Guaranteed Offer : \$ 172,000

Listed From : 01/25/95

Sale Price : \$ 180,000

Listed To : 07/25/95

Variance ( 4.44% ) : \$ 8,000

Days Listed : 182

T.D.O.E. ( 16.33% ) : \$ 30,207

Days in Inventory: 170

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## PERFORMANCE EVALUATION – ACQUISITION

1. The broker provided the initial situation analysis in a timely manner. - Exceeded Expectations
2. The broker provided the necessary information to establish a strategy. - Exceeded Expectations
3. The broker implemented all requested components of the strategy effectively. - Exceeded Expectations
4. The broker provided complete and timely bids. - Exceeded Expectations
5. The broker submitted updates, feedback, and results completely and timely. - Exceeded Expectations
6. The broker submitted suggestions for changes in strategy based on updates, feedback & results. - Exceeded Expectations
7. The broker provided all necessary information to negotiate the offer, including local custom information. - Exceeded Expectations
8. The broker managed all appropriate aspects of the sale to a successful closing. - Exceeded Expectations
9. Overall, broker performance on this transaction was acceptable. - Exceeded Expectations



*GE Capital*

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*GE Capital Mortgage Services, Inc.*  
*A unit of GE Capital Mortgage Corporation*  
*2301 Dupont Drive, Suite #200*  
*Irvine, CA 92612*  
*714 955-7200*

March 6, 1997

SOUTH HILLS PROPERTIES  
Attn: CHARLES KARICH  
536 SOUTH SECOND AVE SUITE C  
COVINA, CA 91723

Dear CHARLES KARICH:

Congratulations! Based upon your track record with our REO Asset Disposition Department, you have been selected to participate in a new Broker Network established by our sister component, GE Capital Mortgage Services Workout Department.

For your convenience, the Workout Department will utilize the same forms as the REO Asset Disposition Department, such as:

- CMA
- BPO
- Valuation Form
- Contract Letter (Net Sheet)
- HOA Information Sheet
- Occupied Property Status
- Offer/Counter Offer Form
- Multiple Offer Situation

You will be paid \$50.00 for each CMA or BPO you provide to the Workout Department, as well as being provided the opportunity to list a house where we can direct business.

Enclosed please find a current list of Workout Department employees and their direct extensions. You will be contacted by the Workout Department employees in the next few weeks, for your services.

If you have any questions, please feel free to call Craig Balthrop at (714) 955-7415 or Gail Wisely at (714) 955-7497.

The Workout Department looks forward to working with you in the near future.



REO Managers Association of California

June 24, 1999

Mr. Charles Karich  
REO Manager  
South Hills Properties  
536 S. Second Avenue, Ste. C  
Covina, CA 91723

Dear Charles:


Congratulations! It is with great pleasure that I am contacting you, on behalf of Board of Directors of REOMAC to advise that your membership application has been ratified and you are now officially a member!

Since it has been some time since you have heard from us, let me go over the benefits to your new membership.

1. Membership in the only REO Organization in California
2. Discounts on rates for dinner meetings, conferences and seminars
3. Invitations to Members Only events
4. Subscription, and ability to advertise in REOMAC's bi-monthly newsletter, "REOMAC UPDATE"

In approximately one month, you will receive your REOMAC magnetic name badge.

Thanks for your patience in becoming a new member; and should you have any questions, please give me a call at the number listed below.

Sincerely,  
  
Kaji Hulick  
Executive Director



# State of California

Department of Real Estate

## Real Estate Officer License

Charles Steven Karich

South Hills Properties Inc

Corporation Identification Number: 01776159

Expires: October 02, 2022

**MAIN OFFICE ADDRESS**  
1340 E ROUTE 66 STE 106  
GLENDDORA, CA 91740

**FICTITIOUS BUSINESS NAME**  
• SOUTH HILLS PROPERTIES

Officer Identification Number: 00890874 Issued: October 03, 2018 Expires: October 02, 2022



# State of California

Bureau of Real Estate

## Real Estate Broker License

Charles Steven Karich

**MAIN OFFICE ADDRESS**  
1340 E ROUTE 66  
STE 106  
GLENDDORA, CA 91740-3783

Real Estate Commissioner

Identification Number: 00890874 Issued: April 24, 2016

Expires: April 23, 2020



CERTIFICATE OF INSURANCE

DATE(MM-DD-YYYY) 07-26-2018

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER,

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER: CRES Insurance Services, LLC; CONTACT NAME; PHONE: 826-967-7902; FAX: ; E-MAIL: charles.karich@shprealty.com; INSURER(S) AFFORDING COVERAGE: HDI Global Insurance Company; NAIC #: 41343

COVERAGES CERTIFICATE NUMBER: REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

Table with columns: INSR LTR, TYPE OF INSURANCE, ADDL INSR, SUBR WVD, POLICY NUMBER, POLICY EFF, POLICY EXP, LIMITS. Includes rows for Commercial General Liability, Automobile Liability, Umbrella Liability, Workers Compensation and Employers' Liability, and Claims Made Errors and Omissions Coverage.

DESCRIPTION OF OPERATIONS /Locations/Vehicles (ACORD 101, Additional Remarks Schedule, may be attached if more space is required) Residential Real Estate Services: Listing, Sale, Referral, Broker Price Opinion, and Escrow Agent Services of 1-4 unit residential properties.

CERTIFICATE HOLDER; CANCELLATION: SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE (with signature)

Form **W-9**  
(Rev. December 2014)  
Department of the Treasury  
Internal Revenue Service

## Request for Taxpayer Identification Number and Certification

Give Form to the  
requester. Do not  
send to the IRS.

**1** Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.  
**South Hills Properties Inc.**

**2** Business name/disregarded entity name, if different from above

**3** Check appropriate box for federal tax classification; check only **one** of the following seven boxes:  
 Individual/sole proprietor or single-member LLC  
 Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=partnership) ▶ \_\_\_\_\_  
**Note.** For a single-member LLC that is disregarded, do not check LLC; check the appropriate box in the line above for the tax classification of the single-member owner.  
 Other (see instructions) ▶ \_\_\_\_\_  
 C Corporation  
 S Corporation  
 Partnership  
 Trust/estate

**4** Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):  
 Exempt payee code (if any) \_\_\_\_\_  
 Exemption from FATCA reporting code (if any) \_\_\_\_\_  
*(Applies to accounts maintained outside the U.S.)*

**5** Address (number, street, and apt. or suite no.)  
**1340 E Route 66 Ste 106**

**6** City, state, and ZIP code  
**Glendora, CA 91740**

**7** List account number(s) here (optional)

Requester's name and address (optional)

**Part I Taxpayer Identification Number (TIN)**

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the Part I instructions on page 3. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN* on page 3.

**Note.** If the account is in more than one name, see the instructions for line 1 and the chart on page 4 for guidelines on whose number to enter.

Social security number								
			-					

or

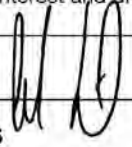
Employer identification number									
2	0	-	5	2	8	1	9	3	8

**Part II Certification**

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

**Certification instructions.** You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions on page 3.

**Sign Here**      Signature of U.S. person ▶       Date ▶ 09/24/2018

**General Instructions**

Section references are to the Internal Revenue Code unless otherwise noted.

**Future developments.** Information about developments affecting Form W-9 (such as legislation enacted after we release it) is at [www.irs.gov/fw9](http://www.irs.gov/fw9).

**Purpose of Form**

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following:

- Form 1099-INT (interest earned or paid)
- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)

- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See *What is backup withholding?* on page 2.

By signing the filled-out form, you:

- Certify that the TIN you are giving is correct (or you are waiting for a number to be issued),
- Certify that you are not subject to backup withholding, or
- Claim exemption from backup withholding if you are a U.S. exempt payee. If applicable, you are also certifying that as a U.S. person, your allocable share of any partnership income from a U.S. trade or business is not subject to the withholding tax on foreign partners' share of effectively connected income, and
- Certify that FATCA code(s) entered on this form (if any) indicating that you are exempt from the FATCA reporting, is correct. See *What is FATCA reporting?* on page 2 for further information.