

## PROBATE / DEFAULT/ BK KELLER WILLIAMS REALTY

548 GIBSON DR, #200  
ROSEVILLE, CA 95678



### Wall Street Journal Top 100 Realtor.

**We have the systems, support and commitment to deliver consistent results and top notch customer service.**

### KEY SKILLS

- 300+ marketing search engines
- High end luxury certified/guild
- Full suite of REO services
- 25 years local market expert
- 10 person team
- 350 asset listing capability
- 1000 closed transactions
- Bi-lingual staff
- 9 years construction background
- City & county ordinance
- Municipal code/HOA specialist
- Title curative

### AWARDS & RECOGNITION

- #1 CA office for production & units closed
- TOP Unit Producer of the Year for 2008-2020
- Trained by industry leaders: KW University, Mike Ferry & Brian Buffini
- Paul's recognition started in 1995 when he received the PRO Award
- Continuous Masters Club member
- Certified Luxury Home Marketing Specialist/GUILD member
- Continuous Ranked in the Nation by the Wall Street Journal Top 1000

### PROFESSIONAL EXPERIENCE

2000 - current: Opened the 1st Keller Williams Realty office in California

- One of the top KW marketcenters of more than 600 locations
- Top 10 office in the State of California for production and units closed
- Awarded TOP Unit Producer of the Year for 2008-2016.
- Paralegal Education- The Probate Process From Start to Finish for Paralegals

1994 - 2000: Coker Ewing Real Estate

- Top Producer Award
- Pro Award
- Master Club & Marketing Masters of Sacramento Member

### COMMUNITY INVOLVEMENT

- Board Member of the Lazarus Project for 15 years
- Youth program sponsor for schools, sports and other extracurricular activities
- Sponsor of The Junior Achievement program
- Mentor Program at John Adams Academy

### AFFILIATIONS & CERTIFICATIONS

FORCE, CDPE, Open Door Institute Regional Leader, NVSI Member, REO Network, ERN Charter, NAHREP, AREAA, NAREB, Default School Certified, Five Star REO and Short Sale Certified, Equator Platinum #109724 RESNET AMP member #36395. Ongoing Paralegal training in the Probate and Bankruptcy sector.

### PERFORMANCE SNAPSHOT

- 97% Cash for Keys Success Ratio
- 99.5% BPO Turn Time < 24 Hours
- 2000+ BPO's Completed
- 28 DOM List - Closed
- 5% Fallout Ratio
- 110+ Average Yearly Transactions
- 2500+ Office Closings Yearly
- 97.4% Sales Price - BPO Ratio
- 93% Owner Occupant Sales

### CLIENTELE

- Trustees Served: John Bell, John Roberts, Geoffery Richards, Michael Dacquisto, Lynn Martinez
- Asset Management: AHMSI/POWER REO, Aurora, Bank of America, Bank of The West, Bankers Asset Management, Brighton REO, Chrisley, CLMG - Beal Bank, CoreLogic, East West Bank, Equity Pointe, Financial Asset Services, First American, Golden One, Goodman Dean, Green River Capital, Impac Owned Solutions, ING, InSource Financial, Integrated Asset Services, Keylink, Keystone, Kondaur Capital, Lighthouse, MD Webb, Nations REO, Nationstar, New Vista, NRT REO, Old Republic, PNC Bank, REDC, Reverse Mortgage Solutions, Servicelink, Single Source, SAMREO, USRES, Vanderbilt, & Wells Fargo

### REO SYSTEMS

Equator, Res.net, E-Broker House, Top Producer, Aspen Grove, DISPO Solutions, REO Connex, Pyramid, REO Central, Cascade

### SERVICE AREAS

Sacramento, Placer, El Dorado, Nevada, Sutter, Yuba & Yolo Counties (Zip Code Service List Available)

### LICENSE & INSURANCE

CA License # 01179722  
CA Broker License # 00585049  
E & O # SPL0062361-01  
Coverage \$2,000,000  
Workers Comp # 57WEGH6836  
Coverage \$1,000,000  
Liability # 6011369407  
Coverage \$2,000,000  
\$500k Cash Reserve for Property Preservation/Rehab

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