
MARTIN L. STANDSBERRY

✉ 3211 Medicine Bow Dr., Lake Havasu City, AZ 86406
☎ 928-846-4330 📞 602-690-1208 📧 fesprez@aol.com

QUALIFICATIONS PROFILE

Result-oriented professional offering more than 25 years of experience in buying, selling, owning, managing, building, and repairing residential and commercial real estate. Experienced professional in a highly effective combination of operations, administration, and personnel management. Principal strengths include sound business judgment, astute assessment of situations with implementation of innovative problem solving skills, employee development, and expertise in managing projects to ensure accurate and timely execution within budget.

COMPETENCIES

- | | |
|---|--|
| ✓ Outstanding Customer Relations | ✓ Time and Budget Management |
| ✓ Outstanding Customer Relations | ✓ Currently own 29 rentals in 2 states |
| ✓ Due Diligence and Pro Forma Skill | ✓ Problem Solving and Decision Making |
| ✓ Experience with raw land acquisition | ✓ Highly Organized with Strong Analytical Abilities |
| ✓ Sales, Marketing, and Promotions | ✓ Articulate Oral and Written Communication Skills |
| ✓ Persuasion, Negotiation, and Closing Skills | ✓ Experience building homes form ground up |
| ✓ Property Management and Maintenance | ✓ Legal matters related to landlord tenant disputes in both California and Arizona |
| ✓ Leadership, Training and Teambuilding | ✓ Personally bought and owned over 100 properties |

PROFESSIONAL EXPERIENCE

CONSTABLE

2019–PRESENT

Mohave County ■ Lake Havasu City, AZ

- ◆ Serve court documents
- ◆ Conduct lockouts
- ◆
- ◆

BROKER/OWNER

2005–PRESENT

Real Estate 1 & Management 2 LLC dba Paradise Sales & Property Management

- ◆ Responsible for the development and implementation of budgetary control systems, record keeping systems, marketing, business affairs, client relations and other administrative control processes.
- ◆ Managed branches in both Lake Havasu City Arizona as well as Glendale , Az.
- ◆ Developed and directly handled the property management division. Managed 600 individually owned residences, multiple family properties and Commercial units. Screened all potential tenants, prepared leases, and move in/move out inspections. Collected rents, served 5 day notices, insured compliance and house rules. Experienced with section 8 procedures, HUD and Fair Housing. Scheduled all maintenance and repairs with impeccable oversight.
- ◆ Personal handling over 505 sales transactions from 2009-2013 years totaling in excess of 75,000,000 in sales. Managing Reo properties for several outsourcers including National Default Services, Equity Pointe Asset Services, Fannie Mae and Nationstar Bank including managing legal matters related to obtaining possession, repairs to bring to marketable condition, valuation, marketing, and disposing of bank owned assets (REO) . My team's score card is 100%, our systems are perfected, and my team is made up of consummate professionals. We are not limited to distressed assets such as REO and Short Sales, we are also very involved in Standard Sales, Commercial and Land.

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OWNER

2002–2006

Arizona Empire Builders ■ Lake Havasu City, AZ

- ◆ Responsible for company raw land acquisitions, home plan design, daily construction management, business affairs, project management, staff supervision, quality control, procurement of bids, estimation, and client relations.
- ◆ Handled plan design and governmental permit process from start to finish
- ◆ Handled new home disposition and sales of 26 homes and duplexes in Mohave County

PRESIDENT

1990-2002

Fast Eviction Service ■ San Bernardino, Ca.

- ◆ Handled all aspects of land lord tenant legal disputes for residential and commercial properties
- ◆ Processed in excess of 300 unlawful detainer actions per month throughout the entire state of California
- ◆ Managed office of 20 in house staff, 5 attorneys and 3 full time process servers
- ◆ Established a collection division that collected in excess of \$40,000 per month from evicted tenants on behalf of eviction clients.
- ◆ Handled evictions for residential, commercial, mobile home and foreclosed properties

OWNER

1985-1990

Economy Maintenance

- ◆ Handled virtually every repair on residential rental properties from simple lock changes and window glass repair to replacing sub floor and roofing

OTHER BUSINESS EXPERIENCE

- ◆ Owner / operator of **Tropical Tanning Salons** (California)- a total of 4 locations including Redlands, Yucaipa, Riverside and Moreno Valley
- ◆ Owner operator of **Charter Limousine Service** (Redlands, Ca.) included a total of 11 limousines, 15 passenger vans, sedans and Lincoln Navigator
- ◆ Owner operator of **So Cal Process Serving**
- ◆ Owner **Aztech Carpet Cleaning** that consisted of multiple truck mounted carpet cleaning units that handled commercial and residential work and flood remediation.

EDUCATION

- ◆ Redlands Senior High School, Redlands, CA
- ◆ Bohler institute of Real Estate
- ◆ Arizona School of Real Estate and Business
- ◆ Arizona Professional Umpire Academy
- ◆ Blair Black Realty Institute

LICENSES

- ◆ California and Arizona Licensed process server
- ◆ Arizona State Licensed Real Estate Broker AZ Dre 548388000
- ◆ California Licensed Real Estate Agent CA Bre 01930880

COMMUNITY INVOLVEMENT/AFFILIATIONS

- ◆ Past Board Member and Chief Umpire of The Lake Havasu Little League
- ◆ Past President of The Lake Havasu City, AZ PONY Baseball League

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From: cself@cleartitleaz.com

To: fesprez@aol.com

Sent: 12/31/2012 12:31:31 P.M. US Mountain Standard Tim

Subj: **2012 Ranking**

Hey Martin, we updated our MLS report for the entire year. We thought you'd like to know that **you ranked # 168/33423 agents**, in units sold with 71 transactions and you ranked # 262 in dollar volume. Nice job!

Chris Self, Business Development Officer

Chris.Self@cleartitle-az.com

D:480.278.8474 C:480.332.1416 F:480.278.8477

Mesa Springs Office

1234 S Power Rd. Suite 151, Mesa, AZ 85206

Baseline Office

4864 E Baseline Rd. Suite 106, Mesa, AZ 85206

Chandler Office

3100 W Ray Rd. Suite 111, Chandler, AZ 85226

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