

**JACQUELYN CATO, REO BROKER/OWNER
New Beginnings Realty Specialists, Inc.**

190 South Orchard Ave #A- 105, VACAVILLE, CALIFORNIA 95688 (SOLANO COUNTY)

Phone 707- 235- 4827/ E- MAIL JACQUELYNCATO@SBCGLOBAL.NET

***Completed over 50-75 Freddie Mac and Fannie Mae BPO's**

***HUD Listing Broker/REO Certified-5 Star Institute**

***24 Hour Occupancy Turn Around**

***98% Success Rate on CFK's**

***24 Hour BPO Turn Around**

***Bilingual Agents in Office**

***5 Years Experience in Default Servicing Industry**

***Professional team of 5 Agents and Office Staff**

***Same Day Rekey & Secure**

***Weekly Interior & Exterior Checks**

***Bid Coordination**

***Aggressive Sales & Marketing**

Manage the entire process of foreclosure (Reo) properties across Northern California. Evaluate and formulate a plan to service/sell properties in the least amount of time for the maximum value. Prepare MMR/BPO's on a monthly and quarterly basis with necessary price adjustments. Analyze BPO and ability to read appraisals to determine proper list price placement.

****SUCCESSFULLY CLOSED 115 REO PROPERTIES IN LAST 12 MONTHS**

Other Counties Served: Solano, Yolo, Sacramento, Contra Costa, Napa, Sonoma, Alameda, Santa Clara, Marin, San Francisco

Zip Code Coverage Areas:

American Canyon-94503, Napa-94558, 94559, 94581, Vallejo-94589, 94590, 94591, 94592, Benicia-94510, Fairfield-94533, 94534, Green Valley-94534, Suisun City-94585, Rio Vista-94571, Vacaville-95687, 95688, Winters-95694, Woodland-95695, Dixon-95776, 95620, West Sacramento-95798, 95799, Davis-95616, 95618, San Rafael-94901, 94903, Pittsburg-94565, El Cerrito-94530, Richmond-94801, 94802, 94803, 94804, 94805, El Sobrante-94803, Hercules-94547, Pinole-94564, Martinez-94553, Concord-94518, 94519, 94526, 94527, Rodeo-94572, Walnut Creek-94596, 94597, 94595, 94598, 94523, Antioch-94509, 94531, Emeryville-94608, 94662, Albany-94706, San Francisco-94123, 94124, South San Francisco-94080, Sonoma-95476, Petaluma-94952, San Rafael-94901, Santa Rosa-95401.

EDUCATION

9/06-Real Estate Brokers License #01803088

11/02-Real Estate Salespersons License #01358543

7/91-Masters Degree-Social Work-San Francisco State University

12/88-Bachelors Degree-Administration of Justice-San Jose State University

CURRENT REO AND BPO ACCOUNTS/REFERENCES

Old Republic Default, Cal Reo, Wells Fargo, Nationwide REO Brokers, Resnet, USRES, Chrisley AM, Clear Capital, JP Morgan Chase, MD Webb, REM Company, Dispo Solutions

1/07-PRESENT-REO Broker/Owner-New Beginnings Realty Specialists, Inc.-

Currently have team of Five. (4) agents and (1) non-licensed assistant. Manage bank owned properties. Performs property management duties such as visual inspection of properties, establish occupancy status, coordinates eviction and cash for keys, if required, and insures that properties are maintained in a reasonable condition during bank ownership. Follows a plan to prepare, maintain and present properties for sale at the highest possible price, in the least possible amount of time. Duties include ensuring that pre-market timelines are met, overseeing property assignment, eviction management and ordering/receipt of valuations, arranging clean up, or any enhancements necessary to enable the effective sale of properties. Develops strategies to enhance property marketability, and handle escrow openings and closings.

Administer a multi-level marketing program as a “listing agent” such as post on MLS, place signs and lockboxes, advertise, handle inquiries from Realtors as well as from the general public. Perform administrative tasks such as monitoring and preparing reports on the status of all properties tracking and recording all costs and expenses for reimbursement.

11/02-12/06-Real Estate Salesperson/REO Specialist-Ramos Realty & Investment Group-Manage bank owned properties. Performs property management duties such as visual inspection of properties, establish occupancy status, coordinates eviction and cash for keys, if required, and insures that properties are maintained in a reasonable condition during bank ownership. Respond to buyer and seller leads in a timely manner. Set and meet performance goals set by the broker. Perform the necessary tasks as related to real estate practice and technology. Attend required company training. Conducted open houses for the purpose of selling and originating new clients. Managed bank owned properties, and followed a plan to prepare and maintain and present properties for sale at the highest possible price, in the least possible amount of time. Performed and executed cash for keys with previous owners and or tenants of bank owned properties for the purposes of securing possession of the property for resale on the open real estate market.

ASSOCIATIONS/MEMBERSHIPS

Member of Resnet/Reotrans (Equator)-Platforms, Member of National Hispanic Realtor Professionals (NAHREP), Member of National Assn of Real Estate Brokers (NAREB), Member of Womens Council of Realtors (WCR), Member of National Association of Realtors (NAR), Member of Contra Costa and Tehama MLS Boards, Member of Solano/Napa, Sacramento, Yolo Board of Realtors