

Ren Smith - REO Team

440 Washington Blvd. Marina del Rey, CA 90292

310-567-5704 – 310-448-5952 - ren@rensmith.com

www.RensREOs.com / www.RenSmith.com

“Protecting your interests while moving your assets”

Serving the greater Los Angeles area for a combined 30 years, the **Ren Smith - REO Team** offers the perfect combination of experience, service, professionalism, and sales skills that will move your assets quickly while protecting you and your investors interests... all while making your asset management job easier.

Principals

Ren Smith – Top 1% of Coldwell Banker Agents Worldwide, Sales, Marketing, & Technology Expert - BA – Arizona State.

Alison Betts – Legal background, Expert in Contract Negotiation - BS/BA/Magna Cum Laude – University of Minnesota

Adam Smith – Extensive Property Management Background, Communications & Valuations Expert - BA – UC Santa Cruz

Max Alatorre - In-House Advertising Manager (Online, Print, and Social Networks) - Cal Poly, Pomona - BA - Business

Current/Previous Institutional Clients

Bank of America / Countrywide Home Loans

Saxon Mortgage Services

Option One Mortgage

LSS

EMC Mortgage

Clear Capital

Mercury Savings

Green River Capital

Chevy Chase Bank

NRTREO (Formerly REOExperts)

Washington Mutual/Chase

PHH Mortgage

Homecomings Financial Network

Aegis

EquityPointe

REDC

Equi-Trax

Old Republic

Accomplishments/Experience

- Average sales volume of \$40-50 million dollars per year (residential, income, commercial)
- Managing an average of 50-70 listing files with the capacity and staff to handle up to 200+ listings
- **99.4% average sales price to appraisal/list price**
- **37 day average list date to accepted offer for REO listings (State Average = 71 days)**
- Top 1% of Coldwell Banker agents worldwide in sales volume / 30+ years of combined sales experience
- Vast buyer, investor and broker network to move your assets quickly
- Memberships/Affiliations – NAR, CAR, MAR, BHAR, REOTrans, RES.Net, REOMac, CLAW MLS, South Bay MLS, SoCal MLS, MRMLS, CRISNET, Pasadena MLS, MLS Alliance, CARETS, LoopNet, Realtor.com

We have the skills, experience, and dedicated team/staff to manage the smallest of details

- Sales and marketing of real estate properties – residential, income, commercial
- Precise valuations through BPO's, CMA's, and holding cost analysis
- Negotiation of purchase contracts with the client's best interest in mind
- Marketing creation and publication of real estate advertising materials.
- Professional and timely communication with Asset Managers
- Weekly/Monthly Reporting with detailed reports and digital photos
- Occupancy Verification and professional/courteous occupant communication.
- Cash for Keys negotiation with former mortgagors, tenants, or other occupants.
- Damage and code violation Assessment
- Eviction Management & Rent control Expertise
- Title Clearance/corrections; acquire legal/title council for “clouds” or remaining deeds.
- Trashout, Re-Key and Contractor management for rehab and maintenance.
- Property management – income, commercial, residential

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Zip Codes Currently Covered (If you don't see one you need, please call for clarification)

<u>Zip Code</u>	<u>City</u>	<u>Zip Code</u>	<u>City</u>
91301	Agoura	90805	Long Beach
91803	Alhambra	90808	Long Beach
91331	Arleta	90813	Long Beach
90701	Artesia	90011	Los Angeles
90008	Baldwin Hills, Crenshaw, Leimert Park, Los Angeles	90066	Los Angeles, Mar Vista, Playa Vista
90056	Baldwin Hills, Crenshaw, Los Angeles, Windsor Hills	90034	Los Angeles, Palms
90049	Bel Air	90094	Los Angeles, Playa Vista
90077	Bel Air	90035	Los Angeles, Preuss
90077	Beverly Glen	90061	Los Angeles, South, Watts
90045	Bradley International, Los Angeles, Westchester	90029	Los Angeles, Vermont
90049	Brentwood	90047	Los Angeles, Wagner
91501	Burbank	90016	Los Angeles, West Adams
91502	Burbank	90025	Los Angeles, West Los Angeles
91506	Burbank	90062	Los Angeles, Western
91523	Burbank	90265	Malibu
91504	Burbank / Glen Oaks	90266	Manhattan Beach
91302	Calabasas	90291	Marina del Rey, Playa del Rey, Venice
91302	Calabasas	91343	North Hills
91372	Calabasas	90272	Pacific Palisades
91372	Calabasas, Woodland Hills	90274	Palos Verdes Estates
91399	Calabasas, Woodland Hills	91107	Pasadena
91303	Canoga Park	90293	Playa del Rey, Venice
91304	Canoga Park	90275	Rancho Palos Verdes
91303	Canoga Park, Woodland Hills	90717	Rancho Palos Verdes
90745	Carson	90732	Rancho Palos Verdes
90067	Century City	90277	Redondo Beach
90064	Cheviot Hills	90278	Redondo Beach
90018	Cimarron, Dockweiler, Los Angeles	91335	Reseda
90230	Culver City	90274	Rolling Hills Estates
90232	Culver City	90403	Santa Monica
90007	Dockweiler, Los Angeles	90404	Santa Monica
90245	El Segundo	90405	Santa Monica
91207	Glendale	91030	South Pasadena
90037	Green, Los Angeles	90290	Topanga
90044	Hancock, Los Angeles, Watts	90035	West Fairfax
90250	Hawthorne	90048	West Beverly
90254	Hermosa Beach	90069	West Hollywood
90042	Highland Park, Los Angeles	90057	Westlake
90301	Inglewood	91361	Westlake Village
90302	Inglewood	91362	Westlake Village
90303	Inglewood	91364	Woodland Hills
90305	Inglewood	91365	Woodland Hills
90304	Inglewood, Lennox	91367	Woodland Hills
90043	La Tijera, Los Angeles, View Park, Windsor Hills	91371	Woodland Hills
90712	Lakewood	0	Call for more Zip Codes

We have the team and staff to cover all of Los Angeles, If you do not see a Zip Code, it does not mean we do not cover it, it just means we have not has a property within that Zip Code yet.