

Joe Martin Resume

RE/MAX DIAMOND

Joe@AzREOSales.com



Experienced 'WORLD Ranked' REO Broker / Owner / Team Leader

1745 S. Alma School Rd Suite #146 Mesa, AZ 85210

Ofc: 480-270-5204 Cell: 602-694-9375 Fax: 602-357-7404

COVERING

Avondale, Glendale, Mesa, Chandler, Phoenix, Scottsdale, Gilbert, Tempe, Queen Creek, Maricopa, Paradise Valley, Higley, Apache Junction, Gold Canyon, Tolleson, Peoria, Goodyear, Flagstaff, Sedona Pinal, Coconino, Yavapai and Maricopa County

PLATFORMS

- Disposolutions • Equator (Platinum Certified) • RES.NET Certified (AMP)
- TAZA REO • Realty Pilot • QuickBooks Pro • REO Maestro

EDUCATION / CERTIFICATIONS

- Indymac REO Procedures and Policies Certification
- Advanced Evaluations – Default Training Certification
- REO Best Practices – Default Training Certification
 - Master Certified Foreclosure Agent (CFA)
- Citimortgage REO Policies and Procedures
 - OneWest REO Policies and Procedures
 - PAS Learning the REO Ropes
 - Accredited REO Agent™ (A-REO™)
 - Certified REO Specialist (REOS)
 - REO Default Professional (RDC Pro)
 - Graduate REALTOR® Institute (GRI)
 - Monthly Columnist (Foreclosure.com)
- National Advanced REO Instructor (Foreclosure.com)
 - Certified HAFA Specialist (CHS)
 - Certified Distress Property Expert (CDPE)
- Certified Short Sale Specialist (Five Star CSSS / CSSA)

AWARDS / ACCOLADES

- Over 700 SOLD & CLOSED in last 24 months
 - #48 RE/MAX Team in WORLD (2009)
 - #27 RE/MAX Team in U.S. (2009 - #88 in 2008)
 - #5 RE/MAX Team in SW Region (2009 - #8 in 2008)
 - #4 RE/MAX Team in Arizona (2009 - #5 in 2008)
 - RE/MAX Hall of Fame Achievement Award
 - Diamond Level Achievement Award (2008 & 2009)
- Wall Street Journal Top 400 R.E. Professionals (#92 – 2009)

AFFILIATIONS AND RESOURCES

- Scottsdale Association of REALTORS® (SAAR)
- Phoenix Association of REALTORS® (PAR)
- National Association of REALTORS® (NAR)
- Arizona Association of REALTORS® (AAR)
- REO Vendor Manager
- REO Redbook
- Northern AZ Association of REALTORS® (NAAR)
- Southeast Valley Regional Association of REALTORS® (SEVRAR)
- West Maricopa County Regional Association of REALTORS® (WEMAR)
- Arizona Regional MLS
- Northern Arizona MLS
- REO Network (Preferred Agent)
- NAREB • NAHREP • AAREA
- NASSPro • REO Pro • ASREOS
- Open Door Institute (Platinum Member)



WORLD RANKED REO TEAM!

I am a committed World ranked RE/MAX Broker / Owner licensed in Arizona with diverse experience in all aspects of REO property management and disposition and Short Sale transactions. My infrastructure is set up to handle significant volume of REO, Short Sale, BPO and buyer transactions.

I am currently looking for opportunities to further expand my network of servicers and asset management companies to work with in both of the areas below.

REO DIVISION

I have an “award winning” support staff cross trained in all aspects of property disposition. I pride myself in meeting my client’s deadlines while providing accurate evaluations, keeping their expenses low and recovering the maximum return of capital on their properties.

SHORT SALE DIVISION

I also have a Short Sale division focused on helping servicers mitigate their losses with my full staff of in-house Certified Distress Property Experts, Five Star Certified Short Sale Specialists, SFR's and in-house negotiators. My popular website, www.AzSPO.com is designed to be a starting point for homeowners to understand their options to avoid foreclosure.

Joe Martin – Broker / Owner / Team Leader

AZ License # BR021443000
REO / Short Sale / HAFA Specialist
National Advanced REO Instructor
National Monthly Columnist (*Foreclosure.com*)
JoeMartin@REMAX.net
www.HomeStyleTeam.com

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Gross Sales Volume

2009 - \$60,728,146
2008 - \$40,185,765

Gross Units SOLD

483 Units
221 Units

My Average Days on Market

2009 – 52 days
2008 – 57 days

BPO Accuracy

BPO to Sales Price – 98.44%
BPO to Sales Price – 98.26%

MLS - Average Sales Price

\$139,997

MLS – Average Days on Market

77 days



EXPERIENCE

- Over 30 years experience in Phoenix Metro Real Estate market
- World Ranked 'Award Winning' Team Leader / Over 700 sold in last 24 months!
- National Real Estate columnist
- National Advanced REO trainer / REO Coach
- Fully trained on Fannie / Freddie procedures/guidelines/multi-forms
- Broker / Owner of RE/MAX Diamond Franchise
- Experienced 20 member support staff
- Network of professional licensed / insured contractors
- On staff Accountant / Billing Agent
- Master Certified Foreclosure Agent (CFA)
- Certified Short Sale Specialist (Five Star CSSS / CSSA) / Certified HAFA Specialist (CHS)

SERVICES

- Same Day Occupancy Inspections
- Rekeys / Secure Property
- Trash Outs
- Emergency Repairs
- Property Sales
- Contractor Bids
- Property Inspections
- BPO's
- Board Ups
- Cash for Keys
- Winterization
- Rehab Management
- Monthly Maintenance
- Monthly reporting

FULL COVERAGE AREA

Cities:

Scottsdale, Chandler, Gilbert, Tempe, Mesa, Phoenix, Higley, Apache Junction, Gold Canyon, Paradise Valley, Queen Creek, Avondale, Glendale, Chandler Heights, Tolleson, Maricopa, Peoria, Goodyear, Buckeye, Anthem, Cave Creek, Carefree, El Mirage, Waddell, Surprise, Casa Grande, Arizona City, Florence, Coolidge, Eloy, Flagstaff, Sedona, Munds Park, Parks, Williams, Bellemont

Zip Codes:

85003,85004,85007,85008,85009,85012,85013,85014,85015,85016,85017,85018,85019,85020,85021,85022,85023,85024,85027,85028,85029,85031,85032,85033,85034,85035,85037,85040,85041,85042,85043,85044,85045,85048,85050,85051,85053,85054,85083,85085,85086,85117,85118,85119,85120,85122,85123,85128,85130,85132,85138,85139,85140,85142,85143,85178,85193,85194,85201,85202,85203,85204,85205,85206,85207,85208,85209,85210,85212,85213,85215,85217,85218,85219,85220,85222,85224,85225,85226,85228,85231,85232,85233,85234,85236,85238,85239,85240,85242,85243,85248,85249,85250,85251,85253,85254,85255,85256,85257,85258,85259,85260,85262,85263,85266,85268,85278,85281,85282,85283,85284,85286,85293,85294,85295,85296,85297,85298,85301,85302,85303,85304,85305,85306,85307,85308,85310,85323,85326,85331,85335,85338,85339,85340,85345,85351,85353,85355,85363,85374,85377,85379,85381,85382,85392,85395,85396

Counties:

Maricopa & parts of Pinal County (Queen Creek, Apache Junction, Gold Canyon, Maricopa), Coconino & Yavapai County, Northern Arizona (Flagstaff, Sedona & surrounding area)



REFERENCES

- **Citimortgage** (*see attached Letter of Recommendation*)
Faye Johnston
Sr. Asset Manager
636-261-7449
faye.j.johnston@citi.com

- **Madison Assets**
Aaron Epperson
Asset Manager
727-394-1707
aeperson@reomadison.com

- **Integrated Asset Services**
Julie Veit
Vendor Manager
303-796-2143
jveit@iasreo.com

- **Bank of America Home Loans**
Jack Schiavo
Mortgage Loan Officer
480-221-5617
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- **Precision Asset Management**
Amber Poore
Asset Manager
424-203-7695
amber@precisionamc.com

- **PMH Financial**
Sally Gallegos
Portfolio Manager
303-467-8034
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- **Prospect Mortgage**
Warren Potter
Mortgage Loan Officer
480-694-6444
Warren.Potter@ProspectMtg.com