

# HEIDI ROBINSON, Realtor® Associate

Thunderbird Real Estate - Woman-Owned Business - Active Registered HUD Broker, NAIDS # THNDRB4288  
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A committed and professional Real Estate Agent, licensed in California, with diverse experience in all aspects of REO property management and disposition. Well capitalized to meet all property preservation requirements.

## Coverage Area (Northern California Counties of Santa Clara, Santa Cruz, and Monterey)

- Aptos
- Boulder Creek
- Ben Lomond
- Campbell
- Capitola
- Cupertino
- Felton
- Freedom
- Gilroy
- Los Gatos
- Marina
- Monterey
- Morgan Hill
- Salinas
- San Jose
- San Martin
- Santa Clara
- Santa Cruz
- Saratoga
- Scotts Valley
- Seaside
- Soquel
- Sunnyvale
- Watsonville

## Key Performance Indicators

- Sales to List Price Ratio: 99.58%
- CFK success Ratio: 89.13%
- Average Days on Market: 47.47
- Total REO Sales, as of March 2011: 182
- Total REO Sales Volume: \$56,866,949

## Team Information

- Five member team - all members are California real estate licensees, service in Spanish
- Incoming mail and phone calls are copied to all team members, everyone is "in the loop"
- Distributed workload means Client requests are handled promptly
- Buyer's agent to handle property showings so buyer leads don't get lost

## Current Clients Include

- Premiere Asset Services
- Keystone Asset Management
- Green River Capital
- Atlantic Pacific REO
- Precision Asset Management
- Default Servicing, Inc.
- AHMSI / Power-REO
- IndyMac / OneWest Bank
- Financial Asset Services
- Goodman Dean
- Benjamin Management Group
- Metlife Home Loans

## Platforms

- Equator.com (Platinum Certified)
- RES.NET (Certified, AMP) - ID # 35248
- DispoSolutions
- iClear
- LPS Desktop
- ARRO System
- Lamco Network

## Affiliations, Certifications, Designations, Critical Skills

- Licensed California Real Estate Salesperson since 2003 (DRE # 01397076)
- Member of NAR, CAR, SCCAR, NAHREP, AREA, NAREB and DSPros
- RDCPro-Default School Certification / JVI REO Appraisal Certified
- Member of MLS Listings, Inc., Five Star FORCE, REORedBook.com
- Certified REO Agent - Vendor Resource Management / Old Republic Default Management Services
- Graduate REALTOR Institute (GRI) / Certified Distressed Property Expert (CDPE) / Certified HAFA Specialist
- Member of NAWRB: 2011 Board Chair

## E&O Insurance

Provided by Chartis Specialty Insurance Co. through my Real Estate Brokerage (Thunderbird Real Estate - DRE #00974157). Policy # 012770308, insured to \$1,000,000, expires October 31, 2011.