

# DO YOU KNOW WHY YOUR PROPERTIES ARE NOT SELLING?

<b>A</b>	<b>DOM: 366</b> CDOM: <b>366</b> MLS: <b>187634</b>
<u>PROPERTY OVERVIEW</u> 4587 Golden Star Ave Riverside, CA 92506	



**IT'S SIMPLE!** You Need:

- **THE RIGHT MARKETING**
- **THE RIGHT TEAM**



## HOW ARE WE DIFFERENT?

**Massive Online Exposure!** It's a **must** in today's market!  
How would you like your properties marketed over 21 websites?





## Alfredo Lazarte

Broker/Presidente

### Meet The Team!

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Let me introduce my company Aurora Real Estate and my Team. We are a "**Professional, Dedicated & Competent**" full-time team of 3 professionals with 9 years combined Real Estate experience and success! Multilingual staff fluent in: English and Spanish. We process a listing request in hours, instantly launching an aggressive marketing campaign, following a very strict timeline to enable our clients to maximize their investment return & minimize their losses. We have the financial resources to properly service a large inventory of REO and Short Sale assets.

#### ***Our goal is to exceed your expectations!***

- 1 Broker Licensed REO Specialists
- 1 Executive Assistant
- 2 Licensed Buyer Agents
- Marketing Coordinator
- Transaction Coordinator

### Aggressive Marketing:

- Enhanced MLS (minimum 9 pictures)
- Virtual Tour
- Designated Domain Website ([aurorareo.listingbook.com](http://aurorareo.listingbook.com))
- Professional Photos
- Staging (If Needed)
- Point of Sale Brochures
- Local Publication Advertisement
- e-blast to first time buyers, investors, and company agents
- And much more!

### In-House Services

- Loss Mitigation including Short Sales
- Occupancy Checks
- Fast, Accurate, Comprehensive Drive By & Interior BPO Valuations
- Property Tax Searches
- Cash for Keys Negotiations & Exchanges
- Coordination with Eviction Attorney & Lockout Team
- Arrange Rekeys, Winterizations, Trash outs, Utility Transfer & Securing Property
- Professional estimates and repairs with experienced and licensed vendors
- Timely & Accurate Reporting
- Investor Network
- Full Service Team

## Team Sales Statistics

- REO Sales Volume of 46 properties during 2007 and 2009
- Average DOM 28
- Closing ratio of 97% to BPO and list price
- Average Successful Cash for Keys: 98%

## Education

- Bachelor Degree in Business Administration from University of California Riverside (UCR)
- Bachelor Degree in Economics from UCR
- Fluent in English and Spanish

## Real Estate Designations

- GRI & R.E. Master from Graduate Realtor Institute
- CRB
- RDCPro (Default School),
- CPV from NABPOP.
- D-REO and BPO Certified from LionsGateFN,
- NFSTI Certified REO Specialist
- CDPE Certified Distressed Property Expert

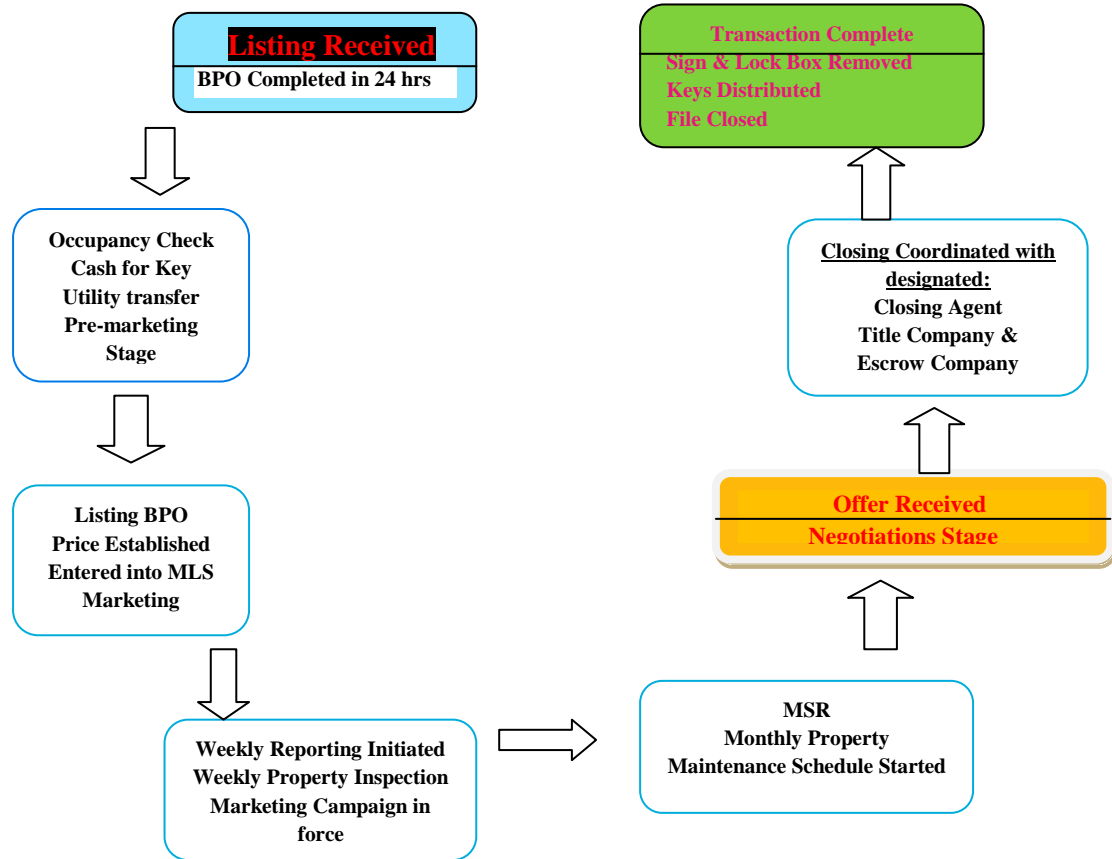


## Affiliations

- National Association of Realtors
- California Association of Realtors
- Association of Hispanic Real Estate Professionals
- Inland Valley Association of Realtors
- National Association BPO Professionals



# Listing Action Plan Flow



## Geographical Coverage Area

### **RIVERSIDE COUNTY**

Riverside	92501	Moreno Valley	92556
Riverside	92502	Moreno Valley	92557
Riverside	92504	Corona	92877
Riverside	92505	Corona	92878
Riverside	92506	Corona	92879
Riverside	92507	Corona	92880
Riverside	92508	Corona	92881
Riverside	92509	Corona	92882
Riverside	92518	Corona	92883
Moreno Valley	92551	Perris	92570
Moreno Valley	92552	Perris	92571
Moreno Valley	92553	Perris	92572
Moreno Valley	92554	Perris	92573
Moreno Valley	92555	Lake Elsinore	92530
		Lake Elsinore	92531

### **SAN BERNARDINO COUNTY**

San Bernardino	92401	Fontana	92337
San Bernardino	92402	Redlands	92373
San Bernardino	92403	Redlands	92474
San Bernardino	92404	Redlands	92475
San Bernardino	92405	Rialto	92376
San Bernardino	92406	Rialto	92377
San Bernardino	92407	Colton	92324
San Bernardino	92408	Bloomington	92316
San Bernardino	92409	Loma Linda	92350
San Bernardino	92410	Loma Linda	92354
San Bernardino	92411	Loma Linda	92357
San Bernardino	92412	Chino	91708
San Bernardino	92413	Chino	91709
Fontana	92331	Chino	91710
Fontana	92332	Ontario	91758
Fontana	92333	Ontario	91761
Fontana	92334	Ontario	91762
Fontana	92335	Ontario	91764
Fontana	92336		

### R&O Insurance

- Insurance Company: CRES
- Policy Number **QCR-3002103-00**
- Effective from 07/01/2012 to 07/01/2013
- Coverage of Liability up to \$1,000,000
- Includes Sellers Protection Plan Endorsement