

Sussy Deleon
REO Broker/Owner, Re/MAX New Horizons
390 Broadway, Providence, RI 02909
Office: 401-331-8855 Cell: 401-639-4902
www.besthomesri.com/foreclosure/reo-properties
sussydeleon@yahoo.com



Experience

Re/MAX New Horizons, Providence, RI

Broker/Owner, 2001-Present

Sales Associate, 1997-2001

- Licensed Broker for 13 years with 16 years of REO experience as an agent.
- Experienced in residential and commercial real estate.
- Successfully managed and sold numerous REO properties.
- Current listing agent for HUD
- Provided conductive expertise and training to sales agents with the strategic goal of ensuring sales productivity at all levels.
- Experienced in dealing with former property owners.
- Successfully negotiated many Cash for Keys agreements.
- Knowledgeable in the foreclosure process.
- Handled full profit-loss responsibilities and directed business operations.
- Performed comparative analysis to determine competitive market prices.
- Assessed clients' housing needs and budgets.
- Pre-qualified buyers.
- Acted as an intermediary in price negotiations.
- Revised contract language and draft purchase offers, purchase-sale agreements, lease agreements, and related addenda.
- Served as liaison between lawyers, lenders, title company representatives, buyers and sellers to resolve problems and expedite closings.
- Expanded real estate listing base and optimized co-brokering potential to achieve strong and measurable revenue gain as one of the leading RE/MAX sales associates in New England.

Services

REO Services

- Loss mitigation.
- Short sales.
- Pre-foreclosure analysis.
- Property inspections.
- Occupancy checks.
- Property tax searches.
- Trained REO staff.
- Accurate and timely BPO's.
- Monthly status reports.
- Cash for keys.
- Re-keys and secure.
- Utility transfer.
- Trash-out.
- Complete cleaning service.
- Yard maintenance.
- Negotiating favorable terms with seller.
- Eviction law knowledge.
- Coordination with eviction attorney.
- Professional estimates and repairs.
- Property tax searches.
- Ensuring timely closing.
- Standard REO procedures and BPO's.

Companies Provided BPO & REO Listing Services

- 24 Asset Management Network
- America's Infomart
- AsgBPO
- BA Disposition Solutions
- BposOnline
- Cal REO
- Clear Capital
- Dispo Solutions
- eMortgage Logic
- Equi-Trax
- Evaluate USA
- First Preston
- iMortgage Services
- Infinity Valuation Services
- LAMCO
- Lighthouse Real Estate Solutions
- Mainstreet Valuations
- Nations Valuation Services
- Nationwide REO Brokers
- NREO
- QNVMS: Management System
- Old Republic Title
- PMH Financial REO
- REO Trans
- Res Net
- Green River Capital REO Central

Aggressive Marketing Campaigns

- Extensive use of online classifieds including Realtor.com, Craigslist, Yahoo Homes, Zillow, Tulia, and other web sites.
- Extensive use of social media marketing including Twitter, Facebook, Google+, YouTube, Blogger.com, and more.
- E-mail listings to a database of over 800 potential buyers and 1000 real estate agents in the area.
- Re/MAX International has REO owned homes section online.
- All properties listed on Rhode Island or Massachusetts MLS.
- Monthly marketing reports.
- High quality equipment such as camera, printers, computers, etc.
- Mail advertising using the Every Door Direct Mail service from the U.S. Postal Service.

Billing

- We have a full service billing department that can pay your outstanding water balances, HOA liens, sewer liens and recurring utilities, debris removals, lawn and snow removal, etc. for your convenience.
- We submit bills on time with approved vendors who specialize in the REO industry and who do not charge a fee to provide a proposal for work.
- We understand every bank has a different way of submitting invoices and adapt easily to each company's procedures.

Education

Rhode Island Real Estate Broker's License #B15186
Massachusetts Real Estate License
Certified Buyer's Representative (CBR)
Counsel of Residential Specialists (CRS)
Seller Representative Specialist (SRS)
Several Training Classes through HUD (Housing and Urban Development)
Several Training Classes through Fannie Mae
Mariano Galves University (Business Administration)
Brown Language Center (Bilingual Secretary)

Affiliations

Rhode Island Commodore
Greater Providence Chamber of Commerce, Board of Trustees
Greater Providence Board of Realtors, Past President
Hispanic-American Chamber of Commerce, Board Member
Rhode Island Association of Realtors, Member and Cultural Diversity Committee
Providence Public Library, Board of Treasurers
Childhood Lead Action Project, Board Member
National Association of Realtors, Member

REO Coverage Area

Rhode Island

02801,02802,02804,02806,02807,02808,02809,02812,02813,02814,02815,02816,02817,02818,02822,02823,02824,02825,02826,02827,02828,02829,02830,02831,02832,02833,02835,02836,02837,02838,02839,02840,02841,02842,02852,02854,02857,02858,02859,02860,02861,02862,02863,02864,02865,02871,02872,02873,02874,02875,02876,02877,02878,02879,02880,02881,02882,02883,02885,02886,02887,02888,02889,02891,02892,02893,02894,02895,02896,02898,02901,02902,02903,02904,02905,02906,02907,02908,02909,02910,02911,02912,02914,02915,02916,02917,02918,02919,02920,02921,02940