



Chantel Ray

Direct: (757) 717-1003 | Phone: (757) 497-8733

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ChantelRay@ChantelRay.com

Chantel Ray Real Estate Team

William E. Wood at the Mall

195 S. Rosemont Road Ste. 109 Virginia Beach VA 23452

To Whom it may Concern,

Attached please find the following information for our REO application.

Zip codes Covered by The Chantel Ray Team
Copy of Chantel Ray's Real Estate License
W-9 for William E Wood at the Mall
E&O Insurance Information
Bank of America Scorecard

We look forward to working with you to help you sell your bank repossesses properties. If you need any other information, please call my office. I have a team of Real Estate Professionals including a listing and transaction coordinator at the office Monday thru Friday and an on call agent every day 9am – 9pm to assist with any issues that may arise. We have a lot of experience working with REO's and we get all of our BPO's, trash outs, winterization, and lock changes on time.

I am fanatical about making sure that everyone who contacts us receives the highest level of service possible. We are absolutely dedicated to making your job easier in the process. We do more than any other realtor to take care of you.

Also, please find attached our most recent scorecard from Bank of America – we scored a 100/100!!

You may also visit my website www.chantelray.com to find out more about myself as well as my team!

Thank you,

Chantel Ray

William E Wood at the Mall


ChantelRay
REALTOR®
REO Specialist

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195 S. Rosemont Rd.
Ste 109
Virginia Beach, VA
23452

www.chantelray.com • www.chantelrayteam.com • REO@chantelray.com



Our Current Clients:

Single Source
DSI
Old Republic Title
Bank of America
New Vista
Accredited National City
Owen REO
Green River Capital
& Many More

Our Capabilities:

Accurate and Timely Broker Price Opinions
Eviction Services
Re-Key and Secure Vacant Properties
Coordinate Initial Interior and Exterior Clean-Up
Order Utilities in Our Name
Handle Billing and Management of Properties
Coordinate with Contractors and Other Vendors
for Repair and Maintenance of Properties
Full Marketing and Sales Process
Negotiate Sales Contracts
Monitor and Coordinate Closing Activities
Performance Metrics

Industry Standing & Business Qualifications

Personal Accomplishments & Stats

- Billion Dollar Agent - Over \$1,000,000,000 in residential homes sales
- #1 with William E Wood at the Mall
- Over 3 years experience with REO listings and sales
- Active membership in Res.net, REOTrans.net (Platinum Certified), Old Republic, Single Source and Bank of America
- Large expense fund account for quick and full payment on all contractors and utility companies
- REO team on staff full time for instant property inspections as well as photographs
- Property advertising budget well over six figures, agent on duty from 9am to 9pm to assist with any questions in regards to properties
- ABR (Accredited Buyers Representative), only 2% of Realtors® hold this designation

- National Speaker to other real estate agents in regards to REO and Short Sale Properties
- Received 100 out of 100 on Bank of America REO scorecard

- the Chantel Ray Team sells 45-50 homes every month !
- Sales Rate: Selling homes twice as fast as the industry average!
- 6 dedicated REO Staff
- Total REO Active (marketing) Assets: 74
- Cash for Keys Average Elapsed Time: 27.5 Days
- Average Cash for Keys Payout: \$1140
- Average REO Days on Market: 22
- List to Sales Price Variance: 4.87%