

TERESA R. TUENGEL

Licensed with hangs at Windermere Real.Estate.Northeast, Inc.

2 offices to serve you!

King County 11411 NE 124th St Suite 110, Kirkland, WA 98034

Snohomish County 3327 104th Pl SE, Everett, WA 98208

425-398-1700 or 425-218-6680

Web: www.theresatuengel.com

Email: isellre@theresatuengel.com

PROFESSIONAL SUMMARY



Well-known broker in the Seattle/Bellevue and Everett markets specializing in the sale of Resales & REOs, both residential of all prices, including large or small multi-family properties in King and Snohomish Counties. Full time broker Owner and Manager of Complete Property Services, LLC—doing business recognized for exceptional depth and breadth of education and experience with all aspects of real estate sales, and most specifically Short Sales and REO properties.

Excelling in solution-oriented work, reducing the work load of asset manager, investor and all parties for a seamless real estate transaction with minimum loss and maximum returns in the shortest times. Providing a high level of professionalism, timely responses to tasks, conflict management skills, diligence and a “Can Do” attitude to see things through; greasing the wheels of difficult transactions wherever possible.

CAREER PROGRESSION

2011 - Present Associate / Managing **BROKER at Windermere R.E. Northeast, Inc.**, a woman owned brokerage.

Complete Property Services, LLC, is licensed under this brokerage, and it, too, is Washington Woman Owned Business (WBE) Certified W2F7821689

- Chase Bank Preferred Provider
- Chase Bank USDA Preferred Provider
- Wells Fargo
- Saxon Mortgage
- Vericrest
- Roundpoint
- 24Hr Asset Mgt
- Fannie Direct Qualified

2009 - 2011 ASSOCIATE BROKER, **RE/MAX Eastside Brokers and Metro Realty**

- Sold new and resale residential and multifamily property in King and Snohomish counties
- Sold Short Sales, REO for a variety of Asset Managers, Investors on continuing basis such as Res.Net, ORDMS, and other Investors, Banks and PMI Companies.
- Owner. Complete Property Services, LLC Woman Owned Business W2F7821689 (Pending for WBENC Certification) License hangs at RE/MAX Eastside Brokers

2000 - 2009

ASSOCIATE BROKER, RE/MAX Northwest REALTORS.

- Sold new and resale residential and multifamily property in King and Snohomish counties
- Sold Short Sales, REO for a variety of Asset Managers, Investors, such as Wells Fargo, Saxon, ORDMS
- Broker/Owner, Complete Property Services, LLC

1989 – 2010

BROKER/OWNER, Complete Property Services, LLC, Real Estate Firm

- New and resale residential property in King and Snohomish counties
- Built a successful real estate firm specializing in REO and Short Sales.
- Statewide liaison for a number of lenders including the RTC, Resolution Trust Corporation, American General Finance, Chrysler, Household Finance, Castle Asset Management. I was responsible for REO home sales in 3 Counties: King, Pierce and Snohomish personally.
- Statewide liaison for a number of lenders as mentioned above. I was responsible for oversight of all Washington State owned REOs

REAL ESTATE EDUCATION AND ACCREDITATIONS

- **(FSP)** Five Star Institute Certified including Short Sale Certification and REO Certification
- **(CDPE)** Certified Distressed Property Expert Excelling in the processes of Short Sale transactions
- **(SFR)** Short Sale and Foreclosure Resource
- **(CSSN)** Certified Short Sale Negotiator
- **EQUATOR** Platinum **Certified**
- **RES.NET Certified** as well as operational in TAZA and REOMaestro portals
- **(CRS)** Certified Residential Specialist– top 4% in the U.S. for documented real estate sales and extensive education
- **(AHLs)** Accredited Luxury Home Specialist—extensive education in the fine art of luxury home sales, difficult REOs
- **(ASP)** Accredited Staging Professional—extensive training in the art form of Staging a home for marketing.

Other Notable Designations from the National Association of REALTORS include the following:

- **(GRI)** Graduate Realtor Institute– sales and experience in the real estate business, extensive education
- **(ABR)** Accredited Buyer's Representative– comprehensive study of legal and agency issues in representing buyers
- **(e PRO)** Electronic Professional– extensive education in electronic commerce and Internet usage and sales

ASSOCIATIONS AND MEMBERSHIPS

- **NAPW** National Association of Professional Women
- **WinDS** : Women In Default Services
- **NAHREP**: National Association of Hispanic Real Estate Professionals
- **FSP** Five Start Institute
- **NFSTI** National Foreclosure & Sales Training Institute
- US Res.Net
- **Equator**/REOTrans/REOMaestro
- TAZA
- **(NAR)** National Association of REALTORS
- **(WAR)** Washington Association of REALTORS
- **(SKCAR)** Seattle King County Board of REALTORS
- **(CBA)** Commercial Broker's Association
- **(NWMLS)** Northwest Multiple Listing Service– also I served as Arbitration and Dispute Settlement Panelist and Mediator
- Association of Staging Professionals
- Residential Sales Council
- Luxury Home Council
- **(BBB)** Member Better Business Bureau since 1986

ACCOMPLISHMENTS

CLIENT CONTACT

- Excellent client relations at both short sale and REO levels
- Selling 50% of my inventory of listings year after year. Always representing the seller, never dual agent.
- Handle and personally supervise all required tasks assigned as broker specific, oversight for all other tasks
- Able to sell both residential and commercial properties.
- Familiar with constraints, timelines, response times for Asset Management to Lender/Investor involvement.
- Assess clients' needs and accomplish them.
- Propose and implement solution-based ideas that allow for a continuation of flow to closing.
- Coordinate and manage all personnel of staff, as well as assist buyer's agents to gain cooperation.

ORGANIZATION / MANAGEMENT

- Working in tandem with lenders and asset managers to limit loss by effectively marketing homes whether short sales or REOs
- Providing Initial BPOs at no charge for listings and outside zips when helpful to Asset Mgr.
- Occupancy Checks and cash for keys
- Supervision of all staff, data input for accuracy, and contract oversight
- Collaborated with contractors, vendors and service providers prelisting.
- Supervision of all work orders and repairs using LPS as directed.
- Property Preservation direction, Consultation with excellent resources; licensed, bonded and insured

HONORS ACHIEVED

- Windermere R.E.Northeast Inc., in top 10 for sales realized 2011-2012

- RE/MAX Award for sales realized 2009
- Pacific Northwest Region 2007 number one production agent
- Platinum Club 2006 – awarded by RE/MAX Northwest, Inc. for outstanding sales production
- Platinum Club 2005 – awarded by HomeGain, Inc. for outstanding sales production
- President’s Club 2004 – awarded by HomeGain, Inc. for outstanding sales production
- President’s Club 2003– awarded by HomeGain, Inc. for outstanding sales production
- 100% Club Award --- 2001-2009 awarded by RE/MAX Northwest, Inc. for outstanding sales production
- Certified Real Estate Agent (CREA) – lifetime member for sales production
- Realty World Certificate of Achievement – education and sales production
- Century 21 Gold Award – sales production

ACHIEVEMENTS

- Significant presence on the Internet
- Top in sales production for all companies worked since 1972
- High quality website since 1994 www.theresatuengel.com
- Served on NWMLS Arbitration Board
- Star of Loyalty – presented by the Paralyzed Veterans of America
- Served on Water Issues and Salmon Recovery Task Force for WA Association of REALTORS
- Statewide liaison for multiple lenders on foreclosure sales throughout the state of Washington 1989-2000
- Assisted Resolution Trust Corporation in liquidating non-earning assets as result of defunct Savings & Loans
- Designated Broker for real estate office specializing in REO

COMMUNITY AND CHARITIES

- Paralyzed Veterans of America
- Eastside Women’s Shelter
- YWCA Women’s Shelter
- Windermere Foundation
- American Freedom Assembly
- Children’s Miracle Network
- VA Gift Cards

SERVICE AREA/ ZIP CODES

Snohomish County

98201,98203,98204,98205,98208,98258,98272,98292,98223,98270,98271,98021,98012,98290,98296,98275,98020,
98026,98036,98037,98223,98043

King County

98033,98034,98004,98005,98006,98007,98008,98027,98075,98074,98011,98028,98052,98053,
8072,98077,98133,98115,98155,98177

If you have a tough placement please feel free to call me. I can help!