



Jemila A. Williams - RDC-Pro, GRI, ALHS

98.5% REO success rate

98% BPO estimate to closing ratio

10 average days on the market for REO Listings

A committed professional Real Estate Broker Licensed in the Houston and Missouri City area with diverse experience in all aspects of REO property management and disposition.

Position: Broker/Owner of GEMSTONE Real Estate Inc. dba Southwest Houston REO Sales

Experience

- Industry experience of over 6 years
- Full-Time support team of 3 licensed agents, one full time administrator and office manager
- Credible expert and author The ABCs of BPOs
- Financial capability to manage repairs, utilities and other requests up to \$5,000+ per asset
- Detailed and accurate BPO service with a 98% BPO estimate to closing ratio
- Aggressive marketing plan for assets assigned with an average days on market of less than 10 days.
- Access to a wide network of professional contractors
- Access to Houston Multiple Listing Service (HAR MLS)
- Member of the National Association of Realtors, The Houston Association of Realtors and the Texas Association of Realtors

Lender and Asset Managers: Bank New York Trustee, Chase Finance, EMC Mortgage, Integrated Asset Services, Interbay Funding, Kondaur Capital, Noteworthy USA, Precision Asset Management, R&S Asset Management, REO World

Service Area The Greater Houston Metro area and surrounding suburbs. Please see attached spreadsheet of zip codes.

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Management and Marketing Services

- Financial capability to manage repairs, utilities and other requests up to \$5,000+ per asset
- Weekly property inspections and reports
- Repair estimates and management
- Winterization
- Locksmiths / Lockout management
- Evictions coordination
- Cash for keys negotiations
- Property management where tenants are involved
- Trash-outs and Board-ups
- 101 Point marketing plan including online syndication of all listings.

Service Guarantees

- 100% satisfaction and professional service guarantee
- Broker's personal supervision of every property assigned
- Broker's personal review of all BPO's prior to submission
- Direct communication with all members of your team by e-mail or cell number
- 24-48 hour turn-around on all BPOs assigned
- 24-hour turn-around on occupancy checks
- Use of licensed, insured and bonded contractors for all bids provided

Designation and Memberships

- National Association of Realtors
- Texas Association of Realtors
- Houston Association of Realtors
- REO Network
- Real Estate Default Pro (RDCPro) – Certified
- Graduate Realtor Institute (GRI)
- Accredited Luxury Home Specialist (ALHS)
- Texas Realtor Leadership Program (TRLP)
- Historically Underutilized Business (HUB) - Certified

Software Tools: TAZA Reo, Res.net, Equator and Top Producer