

# **How To Get REO Listings**

# Is there going to be a Tsunami of Foreclosures in 2022?

- According to Atom Data there are 53,000,000 homeowners with mortgages in the US
- On average 1% of mortgages are foreclosed on each year = 530,000
- There were 250,000 mortgages in foreclosure when the Federal Moratorium went into effect.
- $530,000 + 250,000 = 780,000$
- Most industry experts agree that there will be a significant number of foreclosures in 2022

# Timeline

- The National Foreclosure Moratorium ended September 30<sup>th</sup> 2021
- Borrowers who were behind could still enter Forbearance up until September 30<sup>th</sup> 2021
- Borrowers are entitled to 18 months of forbearance
- Lenders must contact borrowers and discuss their options before starting the foreclosure process (60 days)
- If a borrower enter forbearance on September 30<sup>th</sup> 2021 they could postpone the start of foreclosure until May 30<sup>th</sup> 2023!

# It could get worse

- The Federal Reserve has increased the total amount of currency in circulation by 24%
- This effectively reduces the amount of goods and services you can buy with your dollar
- How many working people have 24% of their paycheck leftover at the end of the month?

# Factors That will Influence the Real Estate Market in 2022


- Corona Virus – 871,000 deaths
- Stock Market – Wild swings
- 6.3 million people unemployed but only 1/3 receiving benefits
- Federal Unemployment Bonus has ended
- 8M Americans facing foreclosure/eviction
- 3.4M in Forbearance Ends Sept 30th
- 530,000 behind and not in Forbearance
- 205,000 did not extend Forbearance and are delinquent

# But Frank my market is HOT!

**Lagging indicators** include New Home Sales, Home Prices Index, Employment, Corporate Profits and Labor Cost per Unit of Output. Do not rely on **lagging indicators** as tools for predicting future trends in the **real estate** market or the general economy. ... Think of leading **indicators** as a preview of coming economic events.

May 19, 2012

# But Frank my market is HOT!

What is a lagging indicator? 

Understanding **Lagging Indicators**. A **lagging indicator** is a financial sign that becomes apparent only after a large shift has taken place. Therefore, **lagging indicators** confirm long-term trends, but they do not predict them. Aug 6, 2018

# HUD REO Listings

Advanced Search

\*Required field, except if Property Case # or Zip Code is entered

## Search Results for HUD Homes in TX

1 | 2 |

15 listings found

List

Gallery





Save Search

Email Search

View Map

Export to

Display: 10

Property Case	Address	Price	Status	Bed	Bath	Listing Period	Bid Open Date	Details
 <a href="#">491-895085</a>	1618 Cr 658 Farmersville, TX, 75442 Collin County	\$132,000	MCR	3	2.00	Lottery	01/31/2022	View Street Map it Email Info <a href="#">Save</a>
 <a href="#">491-049623</a>	4610 County Road 551 Farmersville, TX, 75442 Collin County	\$354,000	MCR	3	2.00	Lottery	01/31/2022	View Street Map it Email Info <a href="#">Save</a>
 <a href="#">492-82239C</a>	109 Colonial Creek Ln Weatherford, TX, 76088 Parker County	\$68,400	\$	0	0.00	Extended	01/26/2022	View Street Map it Email Info <a href="#">Save</a>
 <a href="#">493-751341</a>	16377 Crockett Bend Conroe, TX, 77303 Montgomery County	\$145,000	MCR	4	2.00	Extended	01/26/2022	View Street Map it Email Info <a href="#">Save</a>



# USDA REO Listings

Search by Address, City, State or Zip



## 874 Listings

NEWEST PRICE MORE

Listed For **\$1,049,000**

15402 Linn Park Ter, Lakewood Ranch, FL 3 ...

5	4	3,849
Beds	Baths	Sq. Ft.

**Sold**

4820 Butterfly Lane, La Mesa, CA 91941

7	3.5	4,202
Beds	Baths	Sq. Ft.

**Offer Accepted**  
Subject to Contracts

Listed For **\$775,000**

22900 N Sowles Road, Acampo, CA 95220

6	4	1,943
Beds	Baths	Sq. Ft.

RETAIL | BIDDING WAR

**Sold**

5204 Seascapes Lane, Plano, TX 75093

4	5	4,473
Beds	Baths	Sq. Ft.

RETAIL | BUY NOW

Listed For **\$612,000**

958 Breton Street, Simi Valley, CA 93065

4	2	1,638
Beds	Baths	Sq. Ft.

RETAIL | BUY NOW

**Sold**

3809 San Marco Drive, Stockton, CA 95212

6	5	3,681
Beds	Baths	Sq. Ft.

# FNMA REO Listings



Search Homes

Homebuyers

Real Estate Professionals

Community First

How It Works

Short Sales

Login

Sign Up

KCMO, MO



Price

Beds & Baths

Property Type

Listing Type

More Filters

Save Search

3348 Real Estate & Homes For Sale

Sort By

Share search results



Just Listed

\$82,000

3 bed | 1 bath | 1,120 sqft.

2216 Ne 39th Terrace, Kansas City, MO 64116

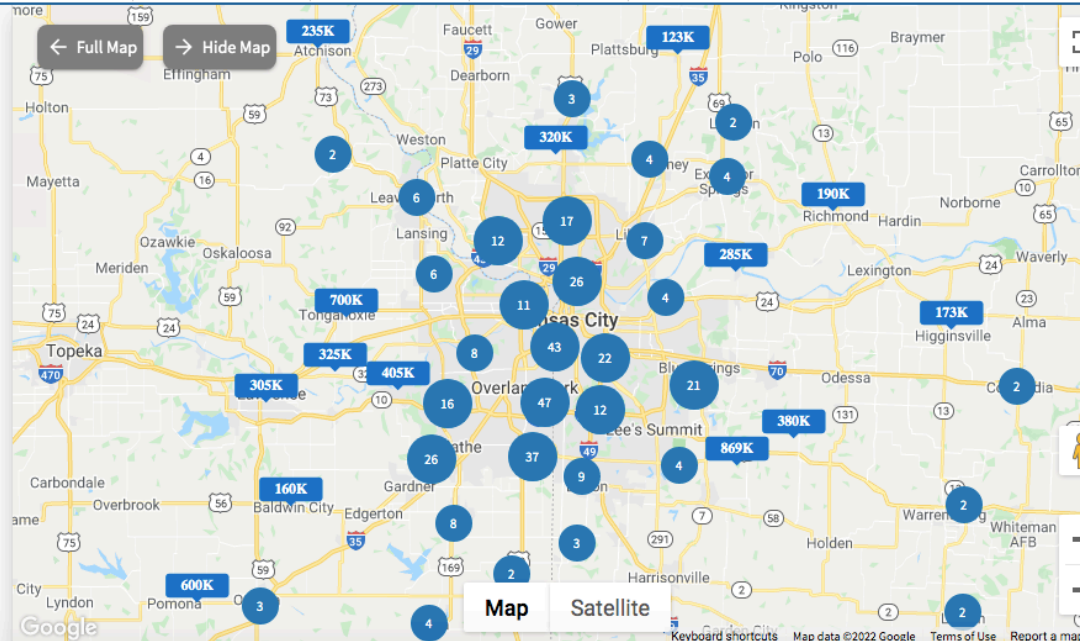
Single Family

HP HomePath

Online Offer



Just Listed



# VA REO Listings

## Properties found in USA

164 Properties found in USA Sort by: Default



**\$178,000**

1448 Plantain Dr  
Minoaka, IL 60447  
3 BR 2 BA 1,700 sq ft

For Sale



**\$437,900**

756 Nw Connell Avenue  
Hillsboro, OR 97124  
3 BR 2 BA 1,171 sq ft

For Sale



**\$375,000**

2509 Goose Road  
Willits, CA 95490  
3 BR 2 BA 1,887 sq ft

For Sale



# Freddie Mac REO Listings

**HomeSteps**  
Freddie Mac Homes

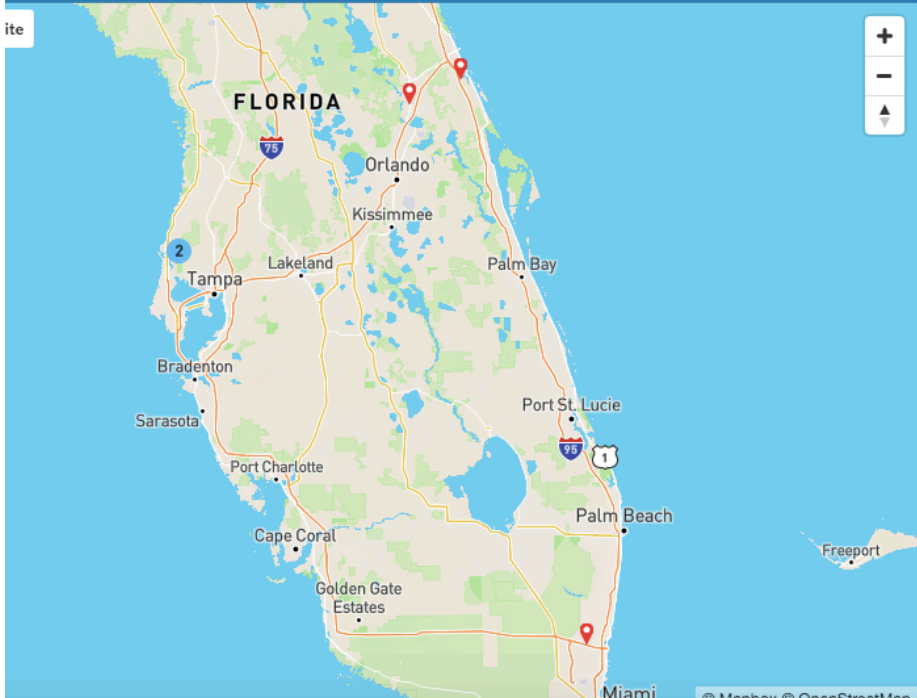
Home | Buying a Home | Resources | More ▾

Address, County or City, State or Zip Code 🔍


Sign In | Sign Up

Florida 🔍 | Save Search | Download | \$10,000 ▾ | \$630,000 ▾ | All Beds ▾ | All Baths ▾ | Property Type ▾

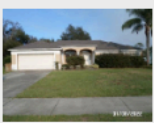
ite




**Florida** 5 Results Sort ▾



**5569 Mossy Oak Ln**  
Port Orange, FL 32127  
3 beds, 2 baths  
Single-Family  
**\$361,900**  
1st Look Days 29  
Map it  
Active



**166 Crystal Oak Dr**  
Deland, FL 32720  
4 beds, 2 baths  
Single-Family  
**\$339,900**  
1st Look Days 13  
Map it  
Active



**2651 Sunrise Lakes**  
Sunrise, FL 33322  
2 beds, 2 baths, 850 sq. ft.  
Condo/Co-op  
**\$89,900**  
Map it  
Active

# Which one of you will list this one?



**NBC LA** 

Yesterday at 12:00 PM · 

The 105,000-square-foot Bel Air estate is simply known as "The One."



[NBCLOSANGELES.COM](https://www.nbclosangeles.com)

**Most Expensive Home in America Defaults on \$165 Million in Debt, Heads for Sale**

# Zombie Foreclosures Increase 21%

## Zombie Foreclosures Increase 21 Percent Across Nation In Second Quarter Of 2021



But Zombie Foreclosures Still Represent Just One of Every 12,300 Residential Properties; Percentage of Foreclosure Properties Sitting Empty Ticks Down

The report reveals that 223,671 properties are in the process of foreclosure in the second quarter of this year, up 27.5 percent from the first quarter of 2021 but still down 13.3 percent from the second quarter of 2020. The number of pre-foreclosure homes or Zombie homes sitting empty (8,078 in the second quarter of 2021) was up both quarterly, by 21 percent, and annually, by 5.6 percent.

# August 2021 U.S. Foreclosure Activity Rises Following the End of the Foreclosure Moratorium

by ATTOM Staff | Sep 9, 2021 | Foreclosures, Most Recent Articles



*Foreclosure Starts Increase 27 Percent from Last Month; While Completed Foreclosures Increase 22 Percent from Last Year*



**IRVINE, Calif. — September 9, 2021 —** ATTOM, licensor of the nation's most comprehensive foreclosure data and parent company to RealtyTrac ([www.realtytrac.com](http://www.realtytrac.com)), the largest online marketplace for foreclosure and distressed properties, released its August 2021 U.S. Foreclosure Market Report, which shows there were a total of 15,838 U.S. properties with **foreclosure filings** — default notices, scheduled auctions or bank repossessions — up 27 percent from a month ago and up 60 percent from a year ago. Numbers reflect the first month since the government moratorium has lifted.

# REO 2022

- We are now experiencing the calm before the storm
- Now is the time to prepare
- If you wait until you see REO's pop up on your MLS it will be too late
- Let me explain why



# You Can Adapt

- Don't be a survivor
- 90% of agents will use this as an excuse
- Don't let them infect your mind
- Even if the housing market crashes, you don't have to crash with it

# Prepare now

- Familiarize yourself with the REO industry
- Learn how to prepare a BPO
- Identify the source of REO listings
- Register to become an approved REO listing agent
- Register to use the REO transaction management platforms
- Avoid REO/BPO Scams

# Lenders are preparing. Shouldn't you?



LATIMES.COM

**Home lenders brace for up to 15 million mortgage defaults**

Mortgage lenders are preparing for the biggest wave of delinquencies in history.

# Lenders and REO Asset Management Companies are preparing.

*Learn more*

[www.indeed.com](http://www.indeed.com) › [q-Reo-Asset-Management-jobs](#)

## [Reo Asset Management Jobs, Employment | Indeed.com](#)

120 **Reo Asset Management jobs** available on Indeed.com. Apply to **Asset Manager, Loss Prevention Manager, Analyst** and more!

[www.ziprecruiter.com](http://www.ziprecruiter.com) › [Jobs](#) › [Remote-REO-Asset-Ma...](#) ▼

## [\\$48k-\\$101k Remote REO Asset Manager Jobs \(NOW HIRING ...](#)

Browse 7469 **REMOTE REO ASSET MANAGER Jobs** (\$48K-\$101K) hiring now from companies with **openings**. Find your next **job** near you & 1-Click Apply!

# REO Property Preservation Contractors are Preparing.

[www.indeed.com](#) › [q-Property-Preservation-jobs](#)

## [Property Preservation Jobs, Employment | Indeed.com](#)

1184 **Property Preservation jobs** available on Indeed.com. Apply to Property Preservation Specialist, Receptionist, Laundry Attendant and more!

[www.indeed.com](#) › [q-Reo-Property-Preservation-jobs](#) ▼

## [Reo Property Preservation Jobs, Employment | Indeed.com](#)

44 **Reo Property Preservation jobs** available on Indeed.com. Apply to Property Preservation Specialist, Contractor, Loss Prevention Manager and more!

[www.ziprecruiter.com](#) › [Jobs](#) › [REO-Property-Preservat...](#) ▼

## [\\$28k-\\$62k REO Property Preservation Jobs \(NOW HIRING ...](#)

Browse 31 **REO PROPERTY PRESERVATION job** (\$28K-\$62K) listings hiring now from companies with openings. Find your next job opportunity near you ...

# **Within Every Adversity There is Opportunity**

- I am living proof

# I haven't had the best timing

- Licensed in 2000
- 3/2000 Dot Com Stock Market Crash
- 9/11/2001 911 Terrorist Attacks
- 10/07/2001 US War in Afghanistan
- 2002-2006 Real Estate Boom!
- 2006 Housing Market peaked and began a 6 year decline
- 2008 Housing Market Crash/Stock Market Crash
- 2008-2012 the market was terrible and REO's dominated sales.

# **Within Every Adversity There is Opportunity**

Even though the Housing Market steadily declined from 2006 - 2012 my business exploded

I Closed 23 transactions and Made \$69,813 in Commissions in April of 2007

I closed 237 transactions in 2010



**You can't control the real estate market**  
**But you can** adapt your business to serve the coming demand. There will be new opportunities. You can adapt and thrive.

# My Background

- Licensed in May of 2000.
- Sold my first REO in late 2000.
- 2005 decided to focus on REO sales.
- Averaged over 100 transactions per year for the last 14 years.
- Founded REO Renegades, an REO Training Company, in July 2007 to help other agents get started in the REO business.
- 2007-2013 I helped over 10,400 agents adapt to meet the REO demand.

# The Last Downturn

- I focused my resources on listing and selling bank owned post foreclosure homes commonly referred to as REO. My clients included:

- Fannie Mae
- Novastar
- Citifinance
- Bank of America
- Chase
- Ameriquest
- Citimortgage

- Keystone Asset Management
- Citi Residential Lending
- Old Republic Default Services
- AGP
- FAS
- WestShore
- American Home Mortgage

# My Market

- I had a “home” office located in a small suburb 20 minutes from Kansas City.
- I owned a franchise for 5 years then “independent”
- I serviced the eastern Suburbs of Kansas City MO.
- My average sales price was \$95,000
- Of all 50 States Missouri was ranked # 23 for number of foreclosures.

# Reasons Why YOU Should Consider REO

- No Prospecting
- Very few competitors.
- Inexpensive and relatively simple to get started.
- Stable predictable production regardless of the market conditions.
- High # of transactions from a small # of clients.
- No evenings, weekends, or holidays!
- Low visibility, low overhead.
- No Drama. Each sale is a business transaction.
- Leverage. Most of the work can be delegated allowing you focus on creating more business opportunities
- Financial & Legal motivation to sell.
- Best inventory. High demand for bargain properties.

# Who Should Not Consider REO

- You have a “Day Job”
- Poor organizational skills
- Get rich quick
- Can't commit to 8-5 work days
- You are not comfortable using a computer
- You give up easily
- You don't want to work hard
- You have a difficult time meeting deadlines

# Common Myths

- You have to “know someone” to get REO listings.
- It’s not profitable to sell REO’s.
- Banks have all the agents that they need.
- Advertising is the best way to get REO listings.
- Banks only give REO listings to agents with REO experience.
- Banks are hard to deal with.
- You have to spend a lot of your own money maintaining your REO listings.
- REO properties are usually in bad areas and in bad condition.
- It takes years to get started listing REO’s
- You have to do hundreds of FREE BPO’s to get a listing.

# You must start now

- You can't wake up one day and go out and "get" REO Listings
- You can put yourself in position to "receive" REO Listings



- Identify the source of REO listings
- Understand what the REO seller expects from their listing agents
- Become the agent they are looking for
- Complete the registration process with each “source”
- Continue to do what you were doing while you wait for the REO “source” to activate you

# The Source of REO Listings

1. Banks & Mortgage Lenders
2. Asset Management Companies
3. Secondary Purchasers of Mortgages
4. Mortgage Insurance Companies
5. Government Entities
6. Wall Street Investment Firms
7. REO Transaction Management Platforms

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# The Source of REO listings

- VA listings – Outsourced to VRM
- USDA listings- Outsourced to Dawson Management
- FNMA-Apply through Homepath
- HUD-Outsourced to 23 different asset management companies
- Freddie Mac-Apply through Homesteps

# Steps to Receive REO Listings

- Register with Evaluation Companies to complete BPO's & Visual Inspections
- Complete BPO's for "Now Income" & experience
- Register with REO Sellers as an approved REO agent
- Register with REO transaction management platforms

BPO before REO

# The Broker Price Opinion

- BPO is an acronym for Broker's Price Opinion. A Broker's Price Opinion (BPO) is a valuation report prepared by Real Estate Broker (or an Agent acting on behalf of their supervising broker) and is used to estimate the probable selling price of a residential Real Estate property.
- The estimate of price is submitted on the customers proprietary BPO report (2-3 pages) and includes property details, pictures, neighborhood local and regional Real Estate market information, neighborhood analysis, and sales analysis of comparable properties. A BPO is more detailed than a CMA (Comparative Market Analysis).
- A BPO combines the relevant information from an appraisal with the market knowledge of a local licensed real estate expert.

# The Broker Price Opinion

- The mortgage default and mortgage service industry developed the BPO, approximately 30 years ago, to help them make financial decisions without having to order expensive appraisals. These entities require thousands of valuations at a time and BPOs are the preferred valuation method for the following reasons:
  - Accuracy of BPOs (more accurate than a CMA)
  - Faster turn around time (3 days BPO vs 2 weeks appraisal)
  - Lower cost (BPO 50-75% less cost than appraisal).
  - Ease/speed of review and analysis (BPO is 2-3 pages appraisal is 8-10)



# BPO Basics

Within the default industry BPO's are used to determine the current collateral value, usually after a mortgage is 60 days delinquent. The mortgage servicer will use the BPO to determine a strategy to take with the defaulting loan. The BPO helps the lender decide to foreclose, modify, short sale etc.

# Why BPO's

- **REO Listings:**

The ability to prepare timely and accurate BPO's is the number 1 skill Asset Managers look for in potential REO listing agents.

When you apply to become a REO listing agent you can list your BPO experience.

When you catch your first big break and land that lucrative REO client you will be able to complete a timely and accurate BPO

Some BPO orders will eventually lead to listing the property.

# Why Complete BPO's?

- You can **earn \$1,200 a week** completing 4 BPO's a day if you work only 5 days a week.
- It's not uncommon for agents to make much much more completing BPO's.
- Fill your time between regular real estate activities with a new income producing activity.

# Why Complete BPO's?

- Hone your skills:

An agent completing 4 BPO's a day will develop superior skills determining the value of real estate. This will improve your listing presentations and closing %.

# Why Complete BPO's?

- Market intelligence:

You will become an expert on local trends and values. You'll know about many, many properties long before they are listed. This is very valuable information that you can use when working with buyers and sellers.

# Why BPO's

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# The two types of BPO's

## 1. The Drive By or Exterior BPO (Typical fee is \$30-\$75)

The report combines information from a drive-by exterior examination, external data sources, previous sale data, property assessment data, recent comparable sales and current neighborhood listings, as well as photographs of the subject property. The BPO includes an estimate of repairs to obtain fair market value, neighborhood information, and value estimate (90-day, 120-day, 180-day marketing time for "as is" and "as repaired" values). Photographs include subject and street scene photographs. Front photographs of all comparable sales are also included. An Exterior BPO does not include an inspection of the interior of the property.

Beginner = 1-2 hours.

Expert = less than 1 hour.

# The two types of BPO's

## 2. The Full Interior BPO (Typical fee is \$50-\$125)

The Full Interior BPO includes the all of the data in the Drive By Exterior BPO and includes an interior examination, detailed interior photographs, and an estimate of interior repairs necessary to obtain fair market value. Typically only ordered on vacant properties.

Beginner = 2 hours

Expert = 1 hour



# Property Condition Reports

- Many BPO/Evaluation Companies also pay agents to complete short form Property Condition Reports.
- Most pay \$15-20
- Drive by pictures
- 1 page report

# How to Make \$1,200 a Week

- Complete 2 Interior BPO's per day  
4 hours of work \$80 each
- Complete 2 Exterior BPO's per day  
2 hours of work \$40 each
- \$240 a day for 6 hours of work
- $\$240 \times 5 \text{ days} = \$1,200$  a week (twice as much as Pandemic Unemployment Insurance)

# How to Make \$1,200 a Week

- You need several BPO clients
- You need to complete all of your assignments accurately and on time
- There are hundreds of companies that you can apply to work for

# How Much Can You Make?

Dear Frank,

Just want to thank you for a job well done putting all this information together for me. With your help in a short period of time I have created BPO revenues of \$12,000 per month and have already received 10 REO listings.

Now I actually enjoy getting the mail each day in anticipation of receiving checks!

I'm glad I invested in your training program.

Regards.

Jorge Rey, P.A.

Broker/ Owner

Exit Trust Realty

# Top 10 Reasons Why REO Listings Are Better Than Homeowner Listings

1. They have no payoff, and are never “upside down”
2. They can’t “just keep it”
3. They didn’t over improve it, no emotional attachment
4. They are losing \$150 a day each DOM
5. They will not list it high and “wait until someone who loves it as much as we do” comes along
6. They can’t sell FSBO or rent it out
7. They won’t request more flyers or a virtual tour
8. They don’t care what kind of car you drive
9. The bank won’t try to negotiate your commission
10. Legally, they are required to sell

# The Services That You May Be Required To Provide

- Occupancy Inspections
- Cash For Keys
- Eviction
- Lock Changes
- Board Ups
- Winterization
- Trash Outs
- Repair Bids
- BPO
- Coordinate Repairs
- Monthly Status Reports
- Utilities
- Expense Reimbursement
- Payment of Fines/HOA Dues

# How To Get Started

- Gather your credentials:

RE License

Broker or Office License

Declarations Page of Your E&O Insurance

List of Zip Codes that you are willing to service

- Start by preparing BPO's for fee's for a month or two
- Register with the Big Four REO Transaction Management Platforms
- Register with REO Sellers to become an Approved Vendor

# If You Are Serious About REO Success

Seek out a reputable mentor who has actually “done it”.

Or.....

Take the next seven years and figure it out for yourself.



# How to get my help

- Until recently I haven't held any trainings.
- Recent events have prompted me to hold a couple live trainings to help agents prepare for out changing market.
- I've updated my training for agents interested in getting REO listings.
- I have one training scheduled for 2022.

# How to Get REO Listings Training

- **2 Webinars** - Each webinar is a little over 1 hour. You can watch them at any time. Can watch more than once.
- **Webinar #1:** How to get started preparing BPO's and property condition reports.
- **Webinar #2:** How to prepare your REO Resume(even if you have no experience) How to Register with Banks, Lenders and REO asset Management Companies to become an approved REO Listing agent. How to apply to become a HUD REO listing agent.
- Attendees will receive access to the webinar trainings, slide deck, my REO Resume Template, REO Marketing Plan Template, My list of over 60 REO Clients including FNMA, Freddie Mac & HUD. Plus access to my private FB Group for support and ongoing coaching.

# How To Get REO Listings Training

- 2 live webinars (1 hour each watch recording at any time) May 6th and 13<sup>th</sup> at 9am Pacific
- Resume Template
- Service area template
- Marketing plan template
- Access to my Client List of Banks, Lenders, Asset Management Companies, Evaluation Co's
- Support via private FB Group (Free for 30 days then 39.97 a month cancel at any time)
- All Resources will be uploaded to the files section of the private FB Group

# Webinar Training 1

- How to set yourself up for REO/BPO success.
- Why BPO's lead to REO listings.
- How to complete an accurate BPO
- How to prepare your BPO registration information.  
Instructions on registering with BPO outsourcers.  
Registration links to my favorite BPO companies that pay agents to complete BPO's.

# Webinar Training 1

- Tips on how to prepare a winning BPO. Preparing professional and accurate BPO's is the key to receiving REO listings.
- How to build a \$1,200 a week BPO business
- How to build a \$2,500 a week BPO business with technology and team.
- Recommendations on pictures, software, team compensation etc.

# Webinar Training 1 Resources

- REO/BPO Glossary
- Franks Resume Template
- BPO Completion Guide
- Repair Cost Estimator Tool
- List of BPO/Evaluation Companies

# Webinar Training 2

- How to prepare a REO Resume. Even if you have no experience.
- Which transaction management platforms you should join.
- How to apply with my favorite REO sellers.

# Webinar Training 2

- How to apply to get Fannie Mae, Freddie Mac, VA, USDA, and HUD REO listings.
- How and when to hire a team.
- Team compensations & Structure.
- Advanced education and certifications
- Links to register with Fannie Mae, Freddie Mac, VA, USDA and HUD for your area.



# Webinar Training 2 Resources

- Franks REO Resume Template
- REO Marketing Plan Template
- List of Franks REO sellers (links)
- Links to register with REO Transaction Management Platforms
- Links to register to become a FNMA & Freddie Mac, VA, USDA and HUD agent/broker
- Access Franks “How to get HUD REO Training”
- Links to register with the HUD AM for your area

# Here's Your Investment in Success

- My goal was to remove “price” as a barrier to your success. Therefore, you won't have to spend many years and thousands of dollars or trial and error that I spent learning the REO business. And you won't have to spend the \$2,500 I charge for a weekend seminar or \$997 for the live webinar training.

# Get Started Today for ONLY

~~\$997~~ **\$197**

**[www.REOBPO.pro](http://www.REOBPO.pro)**

- Your investment for the training **(a \$997 Value)**, including the **FREE Bonuses** (worth an additional \$597), is only **\$197** billed to your credit card.
- 30 days Ongoing Coaching and Support through a private Facebook Page I've set up for my students. After 30 days its only \$39.97 a month to stay connected. You can cancel at any time.

# You see there are only three choices.

- The first choice is to do nothing.
- The second choice is to try it on your own, without proper training.
- Your third choice is to participate in my training for listing and selling REO's.
- *Do the Math...* this system will pay for itself 30 times over with just one additional transaction this year.

# www.REOBPO.pro

- **2 live webinars** - Let me take you by the hand and show you how to replicate my REO listing success in your market area. May 6<sup>th</sup> and 13<sup>th</sup> at 9am Pacific.
- 
- Both live 1 hour webinars will be recorded.
- You will receive access to the recordings, slide deck, my REO Resume Template, REO Marketing Plan Template, BPO Completion Guide, My client list of over 60 REO Clients including FNMA, HUD, VA & Chase. Plus access to my private FB Group for support and ongoing coaching.
- This training is limited to 47 participants.
- If you are watching this webinar after January 10<sup>th</sup> you may still register. You will immediately receive access to the recordings and all of the resources. You will also get a link to register for the next live training session.

# www.REOBPO.pro

Frank, you pulled me through 2007-2011 I had my son on the webinar today,he's buying in. You were SO right those years ago!! Bob

**Bob and Jake Paudo**

# www.REOBPO.pro

Hello Frank,

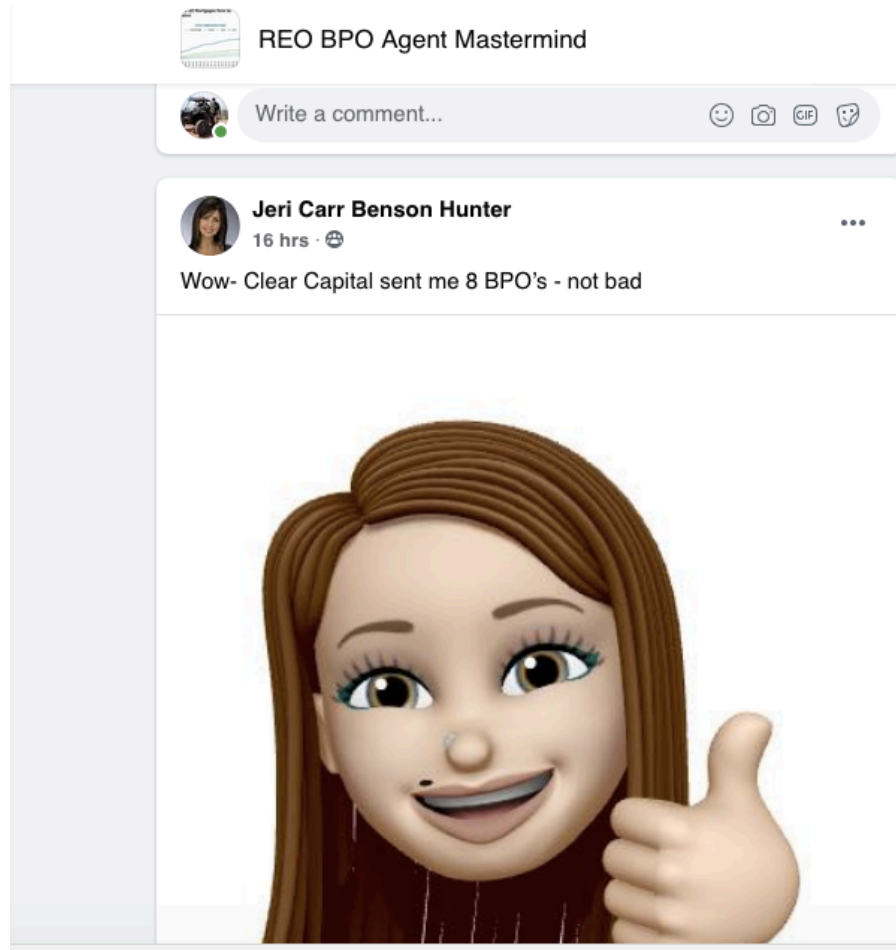
First, THANK YOU for your REO/BPO program as I first took it back in 2008 and it saved my real estate business. In fact, I become one of the biggest REO agents in my market and actually made a profit when other agents were quitting. My question, is there anything new and updated with this program that will help me, especially since I already still have multiple REO accounts and listing REO properties right now?

**Rian Palfrey**

Real Estate Broker/Strategist-Team Leader - CDPE, SFR, CIPS, OICP, RSPS, Dave Ramsey ELP

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REO BPO Agent Mastermind



**Brian Perry**

September 28 · 🌐



Getting a lot of BPO requests over the last couple of days. Anyone else seeing an uptick?

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449 Post Reach >



You and 2 others

9 Comments

 Like

 Comment



**Liz Fish** 📍

Yes, my market is starting to see an increase.

[Like](#) · [Reply](#) · 4w



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**I have been following Fr... ANNALYN ARTADI**



**This is great informatio... Helen Gaynor**



**The list you have for 60... Nurit Boshier**

I have been following Frank since 2008 and have completed his REO/BPO programs with succesful results. This is a great deal!

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**Michael Rowan** shared his first post.



New Member · May 9 at 11:50 AM

I just got my first BPO assignment and ive only registered with half the companies 😊



You, Scott Hudspeth, Cheryl Lee and 20 others

13 Comments

Like

Comment

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I took this class back in 2008. I'll take it again. I still make \$1000 / month doing bpos. I just do them while I'm out and about doing my other work. Thanks for offering the course again.

Question asked by: [scott@scottswalters.com](mailto:scott@scottswalters.com)

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**To:** Frank Patrick <[frank@reorenegades.com](mailto:frank@reorenegades.com)>

**Subject:** REO TRAINING week 2

Frank , just a short note to thank for your help in getting my BPO/REO business going, after following your instruction I just received my first REO assignment after sign up last week with Precision Asset services in CA, I had 2 bpo request from IAS and Proteck today also. Everything is happening so fast is hard for me to sleep.

I have not received yesterdays webinars homework I know you are busy but when you get a chance please forward it to me, by the way I did change my email from [mattfermine@gmail.com](mailto:mattfermine@gmail.com) to [matt@greatercapitolreosales.com](mailto:matt@greatercapitolreosales.com) is working great.

I'm going to make you proud of me for taking this challenge all the way to the top!

Thanks,

Matt Fermin

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**From:** Bridget Schmidt <[REDACTED]>

**Date:** Wednesday, December 12, 2012 at 1:44 PM

**To:** Frank Patrick <[frank@reorenegades.com](mailto:frank@reorenegades.com)>

**Subject:** Update on BPO Companies

Frank,

I just wanted to let you know that I am working on my list of BPO companies and found that I have already signed up for many of them in the past several years. But, I found that 4 of the best BPO companies that I am getting about \$1500-2K / month are not on the list.

So, I thought that I would share them with you and maybe they are just in my area.

Emortgagelogic  
Broker Price Opinion  
Disposolutions  
Evaluation Solutions

I always feel that sharing is great!!!

*Bridget Schmidt*  
*Realty Executives Alexandria Home Sales*

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**From:** Deby Gilbert <[REDACTED]>  
**Date:** Friday, December 14, 2012 at 4:12 PM  
**To:** Frank Patrick <[frank@reorenegades.com](mailto:frank@reorenegades.com)>  
**Subject:** Re: your homework from Week 1

Frank,

I enrolled in all the Management companies on the homework list. I just finished last night. today I got offered 2 assignments. I accepted one, the other is too far out. Is that reasonable at this point?

Deby



# How to Get REO Listings

- **2 live webinars** - Let me take you by the hand and show you how to replicate my REO listing success in your market area. May 6<sup>th</sup> and 13<sup>th</sup> at 9am Pacific.
- Both webinars will be recorded.
- You will receive access to the recordings, slide deck, my REO Resume Template, REO Marketing Plan Template, My list of over 60 REO Clients including FNMA, HUD, VA & Chase. Plus access to my private FB Group for support and ongoing coaching.

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May 6<sup>th</sup> and 13<sup>th</sup> at 9am Pacific

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**From:** Peter Behn <[pbehns@gmail.com](mailto:pbehns@gmail.com)>

**Date:** Wednesday, February 13, 2013 at 10:44 AM


**To:** Frank Patrick <[frank@reorenegades.com](mailto:frank@reorenegades.com)>

**Subject:** Re: [Webinar Invite] How to Use Pinterest to get Real Estate Clients

Frank

I wanted to thank you for your BPO course!  
I have done over 50 exterior reports for RELS

Thx again!!

Pete Behn  


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May 6<sup>th</sup> and 13<sup>th</sup> at 9am Pacific

**From:** Ed - AOL <[edwardhru@aol.com](mailto:edwardhru@aol.com)>  
**Date:** Monday, February 11, 2013 at 6:17 AM  
**To:** Frank Patrick <[frank@reorenegades.com](mailto:frank@reorenegades.com)>  
**Subject:** RE: get my help expanding your REO/BPO business

We are entering our third phase of growth, and much of it with great thanks to you.  
313 closings in 2011 and 301 closings in 2012 and 2013 looks like it will be an even better year than the two before.  
Thanks for all of the help that you have given.

Ed  
Edward Hru, CRS, GRI, CDPE, RDCPro, SFR, CST



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## May 6<sup>th</sup> and 13<sup>th</sup> at 9am Pacific

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## May 6<sup>th</sup> and 13<sup>th</sup> at 9am Pacific

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Thu, Nov 5, 2020 10:00 AM - 11:00 AM MST  
Thu, Nov 12, 2020 10:00 AM - 11:00 AM MST

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You are registering to attend 2 live 1 hour webinars.  
You will learn how to get started listing and selling REO properties for Banks, Lenders and Asset Management Companies. Both webinars will be recorded. You will receive a link to access the recordings.

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- REO/BPO Glossary
- Practice BPO
- List of BPO Companies
- List of REO Companies and much much more.