



Steven
Blackwood

blackwoodteam
REALTORS

(501)920-8110

Profile

Affiliations &
Certifications

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& References

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& Clientele

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Contact Information

Steven Blackwood

Blackwood Team

Phone: (501) 920-8110

Fax: (501) 325-5871

Email: ArkansasREO@gmail.com

License Number ARPB00053375

650 S Shackelford; Suite 400
Little Rock, AR 72211

REO Experience

- ❖ Principal Broker of Blackwood Team, Real Estate Professionals
 - Named Arkansas #1 Residential Real Estate Sales Team by Arkansas Business Magazine, 2009 & 2010
- ❖ Manage and market REO properties for Fannie Mae, FNMA, HUD PEMCO, HUD HomeTelos, First Preston, Wells Fargo, Phoenix, Chase, 24AMN, Nationwide REO, USRES, Green River Capital, EAM, HSBC, Integrated Asset Services, Equity Pointe, Vendor Resource Management, Bank of America, BAC, Ocwen, Carrington, Midland, Citibank, Beale Service Corporation, Reverse Mortgage Solutions, Kondaur Capital, Madison Assets, MCM Capital, and others with successful, on-time closings being acknowledged with Preferred Agent status.
- ❖ Personally overseen over 3,000 real estate transactions, experience which enables him to identify potential challenges in early stages of contract negotiations, thus providing opportunity to resolve such issues prior to placing a property under contract, thus minimizing the amount of offer fall out and providing his clients an exceptional success rate of contracts that close.
- ❖ Extensive knowledge, understanding and experience with the Rules and Regulations of the State Real Estate Commission, Local Government, Public Agencies and Current Laws involving all aspects of real estate and mortgage lending in Arkansas, Tenant Rights, Peaceful Possession, Eviction, Cash for Keys (CFK), Financial Relocation Assistance (FRA) and other programs.
- ❖ Totally committed to Equal Housing and Equal Opportunity for all parties, regardless of their Race, Color, National Origin, Religion, Sex, Disability, Familial Status, Age or Marital status. Special emphasis is given to increase Home Ownership with special assistance for First Time Home Buyers, responsible mortgage products, Neighborhood Stabilization and other programs allowing others to realize the "American Dream."
- ❖ Free Second Opinion BPO service.



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Affiliations & Certifications

- ❖ National Association of Women Business Owner (NAWBO)
- ❖ Woman Owned Business Enterprise (WBE)
- ❖ NAHREP, National Association of Hispanic Real Estate Professionals
- ❖ Small Business Certified
- ❖ Fannie Mae Direct Broker
- ❖ Approved HUD Broker - NLB (Neighborhood Listing Broker)
- ❖ Vendor Resource Management (VRM) University Certified
- ❖ Certified Distressed Property Expert (CDPE)
- ❖ REO Best Practices, Advanced Evaluations
- ❖ HUD Selling Broker Certification, Single Family Acquired Asset Management System (SAMS)
- ❖ Foreclosure.com CSSA Certified Short Sale Agent & CFA Certified Foreclosure Agent
- ❖ EQUATOR Platinum & All Available Certifications
- ❖ REO Network.com
- ❖ RES.NET Amp & All Available Certifications
- ❖ CFA Certified Foreclosure Agent
- ❖ Short Sale Certified: Green River Financial, A division of Green River Capital
- ❖ REO Broker.com
- ❖ DS Pros.com
- ❖ REO4Kids.com
- ❖ RDCPro & Default School
- ❖ Former Board of Directors --- National Association of Home Builders (NAHB), Arkansas Chapter
- ❖ Former President — NAHB, local chapter
- ❖ Platinum REO, Founding Member
- ❖ Certified Housing Retention Consultant
- ❖ NASSPro National Association of Short Sale Professionals
- ❖ Top 5 Founding Member, 1st Arkansan to be accepted into the program
- ❖ NAREB, National Association of Real Estate Brokers
- ❖ Founding President — Habitat for Humanity Lonoke County Chapter
- ❖ National Association of Realtors (NAR), Arkansas Realtors Association (ARA), North Pulaski Board of Realtors, Hot Springs Board of Realtors, Little Rock Board of Realtors, Rogers Board of Realtors
- ❖ Better Business Bureau (BBB)
- ❖ Arkansas REO Network – Founder and Director
- ❖ Home Steps Selling Agent
- ❖ Regular attendance to Five Star, REOMAC, CDPE Momentum, REOExpo and other various training events including VRM University



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Principal Broker and co-owner of Blackwood Team, a woman owned and certified Arkansas small business. Team leader of Blackwood Team Real Estate and Director of Arkansas REO Network. Steven Blackwood is nationally recognized as an expert in real estate and mortgage finance. Steven is a "problem solver" and is referred to by clients and colleagues as the "Solution Specialist". Known especially for his ability to accurately assess a situation, identify options, recommend a solution and provide consistently accurate, timely and dependable results.

Even in the most difficult and challenging situations faced in today's real estate market, Steven Blackwood has consistently provided his clients with results that have earned him recognition and respect throughout the real estate industry. As a Direct Broker for Fannie Mae, Neighborhood Listing Broker (NLB) for HUD through contractors including Pemco and Home Telos (First Preston HT), HomeSteps Selling Agent for Freddie Mac and Preferred Agent Status for Bank of America (BAC), Wells Fargo, and an array of other lenders, servicers and other asset management companies, Steven Blackwood is continuously recognized for the exemplary service he provides to the default services industry with the exemplary services he provides in the management and disposition of real estate properties throughout Arkansas.

Given the opportunity, Steven is confident that he will earn your trust, confidence and future business. Steven Blackwood has over 20 years of real estate experience including: new home construction, mortgage finance, repair / remodel / complete rehab, neighborhood planning and development, property management, strategic workouts, foreclosure prevention, housing retention, short sales, commercial and residential brokerage sales and REO services. Steven Blackwood is completely committed to providing the best REO services available and his goal is to become your most reliable, accurate, timely and trusted resource in Arkansas.



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Timely, accurate, reliable and complete Real Estate services:

- ❖ Accurate and timely Broker Price Opinions (BPO)
- ❖ Occupancy verification
- ❖ Know Your Options (KYO) Notices, Explanation, and Negotiation
- ❖ Cash-for-keys (CFK) / Financial Relocation Assistance (FRA) Negotiations
- ❖ Tenant in Place (TIP) Management and Marketing
- ❖ Securing property
- ❖ Utility transfer
- ❖ Property management including utilities, emergency repairs, and rental agreements for Tenants in Place as needed per client or contractor
- ❖ Repair estimates from licensed contractors free of charge
- ❖ Eviction assistance
- ❖ Board ups
- ❖ Accurate Broker Scope of Repairs and Estimates
- ❖ Digital photos and Virtual Tours
- ❖ Monthly Status Reports (MSR) including showing information, feedback, and up-to-date recommendations based on recent market activity
- ❖ Marketing services including multiple MLS for complete coverage, Internet with complete syndication to thousands of sites for complete internet saturation, company websites, flyers, print media, open houses, e-mail drop campaigns, signs, sign riders, special financing, incentive promotions, postcards, neighborhood notices, statewide broker / agent network via ArkansasREO.net, and more
- ❖ Pre-qualifying with mortgage programs assistance, local grants, neighborhood stabilization programs (NSP), financial assistance programs, and special funding for first time buyers and owner occupant purchasers
- ❖ Expenses submitted within client deadlines
- ❖ Monitor escrow and report to client on a regular basis, maintain communication between sellers agent and listing agent as well as identifying any potential problems and being proactive on a resolution to avoid fall-thru
- ❖ Maintain communication with client, return calls/emails promptly
- ❖ Ability to enter rental agreements with tenants on behalf of the client
- ❖ Property Owners Association (POA) Information, Contact, and Communication
- ❖ MLS Coverage throughout Arkansas
- ❖ Agent Training on successfully selling HUD Homes
- ❖ Agent Training on the opportunities of selling REO properties
- ❖ Provide training and support to other brokers and agents
- ❖ Home Buyer Training



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- ❖ Thanks, Steven! I appreciate your response and your great attitude. You told me that you service most of Arkansas, and I told you that when I have an Arkansas property, I will give you the first right of refusal, and I will. Anyone under my supervision will also use you. Thanks for taking care of us on this property!
- Susan J., Asset Manager
- ❖ You Rock!
- Jennifer C., Sales Rep
- ❖ Steven is the best REO agent in the state.
- Frank L., Area Sales Manager
- ❖ You do an amazing BPO.
- Jamie P., Sales Rep
- ❖ Great info, and job well done. Thanks so much.
- Dave S., Asset Manager
- ❖ Great communication, Steven.
- Keith R., Asset Manager
- ❖ Trainer Extraordinaire!
- Van J., Realogy
- ❖ I wanted to shoot you an email and thank you for the great job. I am impressed that you went above and beyond....
- Jeff B., Asset Manager
- ❖ Awesome Training. Thank You!
- Scott D., Local Broker/Owner
- ❖ Wow, you were so fast... Thanks again!
- Michelle D., Asset Manager
- ❖ You are doing an awesome job... I appreciate your expertise.
- Britt M., Area Manager