

LORI H. HIGH

LoriHigh@comcast.net ▪ Cell: 303-913-5146
12248 Deerfield Way, Broomfield, Colorado 80020

OPERATIONS/CONTRACT MANAGEMENT- REAL ESTATE SERVICES-PROPERTY MANAGEMENT

Efficient operations and performance-management professional. Effective problem-solver with keen ability to assess situational challenges and develop action plans to meet or exceed targeted goals.
Excellent people skills with a positive "can-do" attitude.

Strong analytical skills, effective communicator with advanced computer knowledge and excellent customer service skills. Outstanding work ethic. Thrive in fast paced environments where quick thought and decisive action are necessary.
Leadership abilities; driven to continue growing professionally.

Versatile and results-driven Professional with more than 23 years dedicated to Real Estate management in the Bank Owned/REO and Default Servicing Industries. Thorough understanding of real estate transfers and management.

PROFESSIONAL EXPERIENCE

YOUR CASTLE REAL ESTATE - Broomfield, Colorado 2013 to Present

INDEPENDENT BROKER

Local market expertise providing personalized Real Estate Services for Sellers/Buyers throughout the North Metro Denver area. Experienced Listing/Buyers Agent, Short Sale/Estate Liquidation assistance, REO Property management for Direct Lenders and Third-party Outsource Companies.

REMAX ALLIANCE - Broomfield, Colorado 2009 to 2013

INDEPENDENT BROKER

Broker Associate marketing bank-owned properties on behalf of direct Lenders and third-party Outsource Companies. Managed all phases of REO Property Liquidation, Short Sale assistance. Extensive local market knowledge.

- Achieved Remax 100% Club Award and recognition in 2010.

ASSETLINK, LP - Wheat Ridge, Colorado 2004 to 2009

Third Party Outsource Company managing REO Properties nationwide

Promoted through series of increasingly challenging positions including: Sr. Asset Manager, Portfolio Manager, VP of Operations, and finally VP of Training and Development. Member of Management Team that lead expansion from 4 employees in the Denver office to more than 300+ across 3 national locations.

- Broker of Record, allowed revenue capture of referral fees for all transactions, Employing Broker license level.

VP OF TRAINING & DEVELOPMENT

Enhanced operations by leading employee development including systems and process training.

- Assisted with development of a training process and platform for new hires to train new staff to optimize database performance and strengthen compliance results within client service level agreements.

VP OF OPERATIONS

Multifaceted role managing daily operations of Portfolio Managers, Asset Managers and support staff. Managed, trained and motivated an incentivized team of direct reports to drive outstanding performance results.

- Encouraged collaboration between internal staff and real estate agents in the field to streamline operations.
- Led teams to achieve consistently high scorecard performance results and Client satisfaction.

PORTFOLIO MANAGER

Recruited as one of 4 original staff members in the Denver office to manage REO portfolios. Tasked with managing high volume Bank Owned "real estate owned" portfolios with full delegated authority through all phases of: marketing, valuations, listing/negotiating contracts through closing and final audit upon liquidation. Monitored benchmarks to ensure client goals were consistently met. Participated in file audits both internally and at Client level.

FIDELITY NATIONAL ASSET MANAGEMENT SOLUTIONS– Westminster, Colorado

1999 to 2004

Formerly owned by Fidelity National Financial

SENIOR ASSET MANAGER

Directed liquidation strategies for Bank Owned REO portfolios nationwide. Managed properties from inception through completion. Conducted asset level reviews and reconciliations in line with client requirements. Continually adjusted tactics to meet needs of a fast-paced and evolving marketplace.

- Consistently surpassed production quotas in a highly competitive environment.

WESTFALL & COMPANY (NOW FIDELITY) – Westminster, Colorado

1997 to 1999

Third Party Outsource Company and Full-service real estate company

REO ASSET MANAGER

Prepared and executed marketing strategies based on BPO and Appraisal reconciliation. Accountable for managing files from eviction/premarketing phase through valuation, marketing and monitored through final closing. Partnered with brokers to obtain meaningful valuations, reconcile values when a disparity existed, and define optimal marketing strategies at the asset level. Ensured client satisfaction by successfully managing liquidation in accordance to client specifications.

- Established positive industry reputation and gained respect of upper management for consistent performance abilities.
- Retained through company acquisitions based on outstanding contributions.

Previous Experience:

Supervisor, Valuations Department & Residential Property Management – Cartel Asset Management

Licensed Broker Associate – Century 21 Real Estate 1991

PROFESSIONAL CERTIFICATIONS & MEMBERSHIPS

Distressed Property Expert
 Short Sale & Foreclosure Resource (SFR)
 Denver Metro Association of Realtors (DMAR)
 National Association of Realtors (NAR)
 Colorado Association of Realtors (CAR) Leadership Group
 RESNET Certified
 Equator Platinum Certified
 Metrolist
 Toastmasters International
 Community volunteer throughout Denver Metro area
 Notary Public - Mobile signing Agent