

Jeremiah P. Townsend

1204 Hygeia Ave #3,

Encinitas, CA 92024

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I am a management and marketing professional with extensive experience in real estate valuations, contract and escrow negotiations, rehab/repair evaluation, property management, title and closing. Over the past 7 years with Atlas REO I have personally managed and closed over 3,300 real estate transactions with a total value of \$400 million plus and average portfolio size of \$150 million.

I have managed and facilitated the sales of numerous high profile luxury properties with several having purchase prices in excess of \$2 million. My extensive experience with these high value properties gives me the confidence to quickly assess and enact a strong valuation, marketing and repair plan which culminates in quick sales with higher than anticipated net returns.

I have an extremely strong background in luxury real estate marketing with solid graphic design skills that help to set me apart from a standard REO asset manager. I also have experience as a licensed California real estate agent including acting as principal on several successful short sales and standard transactions which gives me a unique and commanding perspective from all sides of any real estate transaction. I am proficient in numerous computer systems including PC's and Macs and my ability to master any system quickly is one of my strongest skills.

I thrive in any type of work environment from high pressure to self-managed and pride myself on finding innovative solutions to complex problems in order to maximize returns for investors and clients. My experience managing not only assets but people successfully will allow me to create an immediate beneficial impact upon hiring. Please feel free to find me on LinkedIn where I have numerous recommendations from respected industry professionals across the country.

Thank you,

Jeremiah P. Townsend

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### MANAGEMENT AND MARKETING PROFESSIONAL

Asset Management • Strategic Planning • Contemporary Market Analysis • Sales, Marketing, Budgeting & Financials • Due Diligence • Compliance • Negotiating & Closing • Community Relations • Website Administration • Graphic Design

### CAREER TRACK

**Asset Manager/Sales Specialist** - Manage the disposition of foreclosed real estate (REO) assets for JPMorgan Chase Bank and Freddie Mac. Responsible for property management, evictions, relocations, marketing, valuation, contract negotiation and transaction coordination. Work daily with real estate agents, preservation companies, clients and transactional support staff. Average current portfolio size is estimated at \$150 million with personal sales in excess of \$400 million. Responsible for direction of pre marketing, assistant and closing teams up to 24 people while maintaining a large portfolio of bank owned assets. Proven track record of success including most closed sales in a single month.

**Atlas Nationwide Inc (Atlas REO Services)** 215 Hwy 101 Solana Beach, CA. May 2008 – Present

**Sales and Marketing Manager-Licensed CA Realtor**- Directly involved in all aspects of buying and selling residential real estate including but not limited to preparation and execution of BPO's, CMA's, residential contracts, open houses and showings. Daily follow up on lead generation and market analysis for prospective and current clients. Marketing tasks include writing online ad copy, website admin, blogs, podcasts, photography and graphic design of flyers/brochures. Create, negotiate, implement and track marketing agreements with brokers and developers. Proficient in numerous computer programs including but not limited to Adobe CS, Excel, PowerPoint, Google AdWords and Google Analytics.

**The Palomar Group, Carlsbad CA** – August 2006-April 2008

### EDUCATION

1998-2003 BS Business Management- UW-Stout, Menomonie Wisconsin  
1998-2003 Minor in Spanish studies and Spanish languages-UW Stout  
1998 Completed 2 week study abroad intensive Spanish language learning course

### AFFILIATIONS AND RECOGNITION

2008 - 2010 **San Diego Association of Realtors**  
2008- Present **The Surfrider Foundation**, Volunteer and Member  
1996-98 Member of **National Honor Society**

### LICENSES

California Real Estate Salesperson License issued 10-11-08

### PUBLICATIONS

[WWW.THEHUNGRYWANDERINGSURFER.COM](http://WWW.THEHUNGRYWANDERINGSURFER.COM)

REFERENCES AND FURTHER DATA PROVIDED UPON REQUEST