

Karen & Steve Hakola

Regency Real Estate Brokers
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Experience/Qualifications/Organizations

- 1974 to Present – California Real Estate Licensee, 1991 to Present – Licensed Real Estate Broker (Steve)
- 1979 to Present – California Real Estate Licensee (Karen)
- Certified Residential Specialist/Qualified (Karen & Steve)
- Member of Orange County Association of Realtors (Karen & Steve)
- Member of Southern California Multiple Listing Service (Karen & Steve)
- Member of California Association of Realtors (Karen & Steve)
- Member of National Association of Realtors (Karen & Steve)
- Recognized by Re/Max International Chairman's Award, Hall of Fame & Lifetime Achievement Award (Karen)
- Ranked in the Top 100 of Re/Max California and Hawaii (Karen)
- Ranked in Top 1 % of Former Affiliation with internationally recognized Real Estate Franchise
- Member of Mike Ferry One on One Coaching since 2004 (Karen & Steve)
- 1972-1979 Mortgage Banking Industry – Loan Origination, loan processing, underwriting & closing (Karen)
- Member of Teresa Gordon Enterprises REO Coaching (Karen & Steve)
- Default School- REO Best Real Estate Practices (Karen & Steve)
- Graduate Realtors Institute (Steve)
- National Valuation Standards Institute (NCSI) Certified (Karen)
- Prior experience in Business Opportunity sales (Steve)
- First American Residential Value View (FARVV) Certified (Karen & Steve)

We have performed hundreds of BPO's and or market evaluations in our 32 years of Real Estate experience. Our current focus is REO and short sales, first time buyers, and relocation. We feel our knowledge of current market conditions and values in a volatile market makes us a great asset to our clients. Hakola & Associates is in the beginning stages of working with several asset management companies as preferred REO agents. Hakola & Associates continues to work with their past client database of over 900 clients and investors. We have successfully closed numerous short sales and foreclosures in the 1990's. We pride ourselves in completing BPO/REO orders on a timely manner with correct pricing.

Steve Hakola

Steve ventured into real estate investing and property management in the early 1970's and spent time as a full time business opportunity broker. His full time real estate career began in the early 1980's specializing in residential sales and listings. With this as his major focus, he continued his endeavors with real estate investing and property management.

Karen Hakola

Karen's real estate career began in 1979 after being in the mortgage banking business for 9 years. She chose to work in residential and multifamily property sales.

Hakola & Associates are currently setup and prepared to handle new assignments. We are extremely technologically capable, having all current technology. In addition, we have up-to-date software for general computer/email and PDF duties along with REO management software. Each team member carries a digital camera in their vehicle, Blackberries with email capabilities, notebook computers with wireless access.

Steve & Karen Hakola are the key personnel of Hakola & Associates averaging 32 years of Real Estate experience and \$22M of sales on an annual basis. They are both capable of handling all aspects of the REO/BPO process and have worked as a team for the past 20 years.