

Karen Hakola, CRS
Licensed Realtor
Regency Real Estate Brokers
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Experience/Qualifications/Organizations

- 1979 to Present - Licensed as a Realtor in Orange County.
- Certified Residential Specialist
- Member of Orange County Association of Realtors
- Member of Southern California Multiple Listing Service
- Member of California Association of Realtors
- Member of National Association of Realtors
- Recognized by Re/Max International Chairman's Award, Hall of Fame & Lifetime Achievement Award
- Ranked in the Top 100 of Re/Max California and Hawaii
- Member of Mike Ferry One on One Coaching since 2004
- 1972-1979 Mortgage Banking Industry - Loan Origination, loan processing, underwriting & closing
- Teresa Gordon Enterprises REO Coaching
- Default School- REO Best Real Estate Practices
- NVSI Certified

Averaged 22 Million in Real Estate Sales per year. Specialize in listing residential and multifamily properties, buyer sales, investment properties, leasing & property management, exchanges, short sales & bank foreclosures.

My real estate career began in 1979 after being in the mortgage banking business for 9 years. I chose to work in residential and multifamily property sales. Initially starting out in 1979 the market was difficult and tested my skills as a new agent. I quickly adapted a strong knowledge of creative financing when rates were 18%. Consistently I have proven to be a top producer year after year. Having learned and earned my business through farming geographical territories, contacting expired listings, relocation companies, for sale by owners and past clients and my circle of influence. In addition I became involved with "Mike Ferry Coaching" to increase my efficiency with time management, sales skills and taking my business to the next level.

I have performed hundreds of BPO's and or market evaluations in my 30 years of Real Estate experience. My current focus is REO and short sales. I feel my knowledge of current market conditions and values in a volatile market makes me a great asset to your company. I have worked very closely with several relocation companies including Marriott International for employee buy outs.

Having been through two prior down cycles in the real estate industry we successfully closed short sales and foreclosures in the 1990's, simply due to market conditions and to help my clients.

I and my staff are strongly committed to serving our customers and clients. Our regimented daily schedule keeps us on focus to handle the tasks at hand.

What I can guarantee to you is that BPO's will be completed in a timely manner with correct pricing, If I have the opportunity to service your REO properties they will be sold in an efficient and timely manner at the highest price possible.

Thank you for the opportunity to work with you and become your partner.

