

“SUCCESSFULLY SELLING HUD HOMES”

PRESENTED BY:

PEMCO, LTD

ASSET MANAGEMENT CONTRACTOR TO THE US
DEPARTMENT OF HUD

■ AREAS 1 A, 2A, 1 D (N. TX), 2D, & 2S

CENTURY 21 JUDGE FITE COMPANY

■ LOCAL LISTING BROKER IN 11 DFW METROPLEX
COUNTIES

■ HUD BROKER “OFF AND ON” SINCE 1989



INTRODUCTION

WHAT IS A HUD HOME

A HUD Home is a one-to-four unit residence acquired as a result of a foreclosure on an FHA-insured mortgage.

HUD Homes are not low-end housing! HUD homes can be found in nearly every county in each state and are varied when it comes to price, location, and condition.



INTRODUCTION

PEMCO'S ROLE

HUD out-sources the management of its sales process in each state to a real estate management company. PEMCO is one of several HUD Asset Managers responsible for the marketing and sale of HUD REO properties.



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PEMCO'S ROLE

In the M&M III Contract, there is one Mortgagee Compliance Manager (**MCM**), multiple field services managers (**FSM**), and multiple asset managers (**AM**) per each geographic Homeownership Center area.

Mortgagee Compliance Manager (MCM): performs pre and post-conveyance services to ensure HUD's interests are protected. They will determine the conveyance condition, provide guidance to Mortgagees regarding claims and conveyance, and ensure a marketable title.



INTRODUCTION

PEMCO'S ROLE

Field Services Managers (FSM): to perform the property maintenance servicing of HUD homes to include preservation and protection services.

Asset Managers (AM): to coordinate the successful marketing and sale of HUD REO properties.

