



# DEALING WITH **THE RIGHT TEAM** MATTERS

Christopher **Rockey**

Broker AllCalREO | DRE#01527810



916.799.8472



REO@RHomeSales.com



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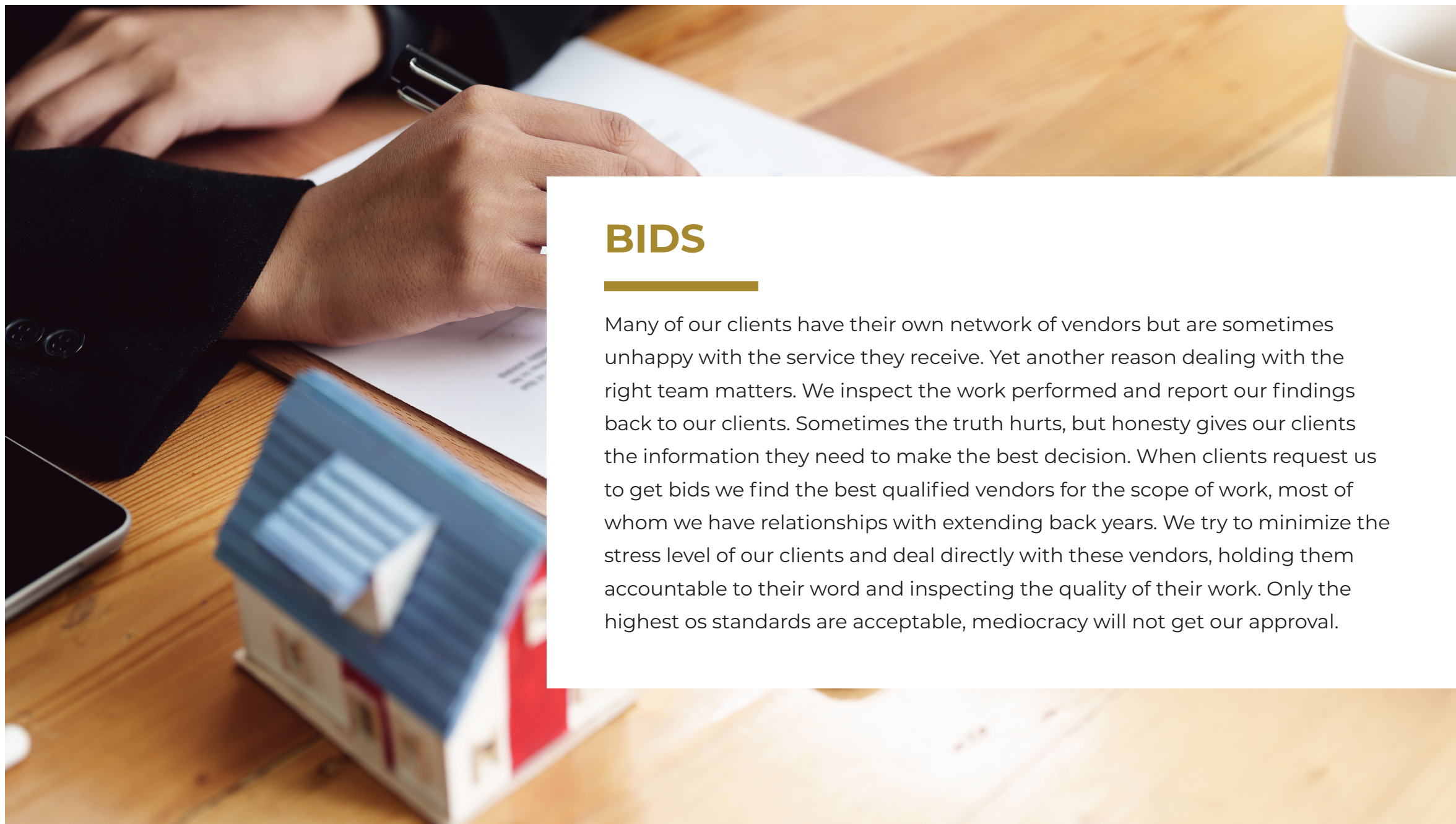


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#### Assignment

From the moment the asset is assigned through liquidation my team at All Cal REO and I do it all. Having sold thousands of REO's we know how to manage your files and communicate along the way. We complete our original inspections in under 24 hours. If found occupied our timely approach helps with Cash For Keys (CFK) negotiations and we have an exceptionally high rate of CFK success. When occupant evictions are required we provide the support needed and have spent many hours in the courts on our clients behalf. Our main goal is to minimize our client's loss while maintaining the integrity of their asset.



## BIDS

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Many of our clients have their own network of vendors but are sometimes unhappy with the service they receive. Yet another reason dealing with the right team matters. We inspect the work performed and report our findings back to our clients. Sometimes the truth hurts, but honesty gives our clients the information they need to make the best decision. When clients request us to get bids we find the best qualified vendors for the scope of work, most of whom we have relationships with extending back years. We try to minimize the stress level of our clients and deal directly with these vendors, holding them accountable to their word and inspecting the quality of their work. Only the highest standards are acceptable, mediocrity will not get our approval.

## VALUATIONS

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Due to our reputation of accuracy and professionalism it is common for clients to seek out the All Cal REO team when they need valuations. This is especially true for our Northern California office which receives a high volume of referrals from past clients returning to utilize our services. Never lax, we understand that when a client is expecting a broker's price opinion (BPO) they don't want it late!






## MARKETING

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For our high value assets (HVA) we always get professional photography. Staging of the home maybe necessary depending on the market. Virtual staging is also a great way of getting people to see a vision and getting them into the property. We advertise our HVA in multiple publications from local businessjournals and newspapers and more. We also hold broker caravans and open houses.





## UNIQUELY DIFFERENT

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Many neighbors contact us when they see us take possession of a property. We see this as an opportunity and routinely invite neighbors to a meet and greet at the property. This is one of our most effective forms of advertising and helps sell us a lot of houses quickly. It also helps us inform the neighbors of what to do if they see any suspicious activity. This helps our client all around in protecting their assets and liquidating them in a timely manner.

# DIGITAL MARKETING

Online Marketing is another big driver for us. We leverage all the tools of the industry's most extensive online marketing program. Here is a current list of websites where we will submit your property once listed. Many of these sites have extensive networks that extend to over 750 different sites!



# NEGOTIATIONS

## ESCROW LIQUIDATION

As a leader in the industry in number of units being sold, my team and I understand the value of keeping you up to date during the sale. Many of our clients have remarked on how pleased they were with the updates the All Cal REO team provided. Our practice is to send precise bullet point updates before our clients or asset managers have to ask. Keeping everyone in the loop and documenting the major milestones of the transaction through the portal is the key to our success together!



CALIFORNIA  
ASSOCIATION  
OF REALTORS®

**CALIFORNIA  
RESIDENTIAL PURCHASE AGREEMENT  
AND JOINT ESCROW INSTRUCTIONS**  
(C.A.R. Form RPA-CA, Revised 12/15)

ate Prepared: \_\_\_\_\_

**OFFER:**

- A. THIS IS AN OFFER FROM** \_\_\_\_\_ ("Buyer").  
**B. THE REAL PROPERTY** to be acquired is 123 MAIN ST., situated in \_\_\_\_\_ (City), \_\_\_\_\_ (County), California, \_\_\_\_\_ (Zip Code), Assessor's Parcel No. \_\_\_\_\_ ("Property").  
**C. THE PURCHASE PRICE** offered is \_\_\_\_\_ Dollars \$ \_\_\_\_\_.

**D. CLOSE OF ESCROW** shall occur on \_\_\_\_\_ (date)(or ☒ **32** Days After Acceptance).

**E.** Buyer and Seller are referred to herein as the "Parties." Brokers are not Parties to this Agreement.

**AGENCY:**

**A. DISCLOSURE:** The Parties each acknowledge receipt of a ☒ "Disclosure Regarding Real Estate Agency Relationships" (C.A.R. Form AD).

**B. CONFIRMATION:** The following agency relationships are hereby confirmed for this transaction:

Listing Agent \_\_\_\_\_ (Print Firm Name) is the agent of (check one):

☒ the Seller exclusively; or ☐ both the Buyer and Seller.

Selling Agent BHG/MASON-McDUFFIE REAL ESTATE (Print Firm Name) (if not the same as the

Listing Agent) is the agent of (check one): ☒ the Buyer exclusively; or ☐ the Seller exclusively; or ☐ both the Buyer and Seller.

**C. POTENTIALLY COMPETING BUYERS AND SELLERS:** The Parties each acknowledge receipt of a ☒ "Possible Representation of More than One Buyer or Seller - Disclosure and Consent" (C.A.R. Form PRBS).

**FINANCE TERMS:** Buyer represents that funds will be good when deposited with Escrow Holder.

**A. INITIAL DEPOSIT:** Deposit shall be in the amount of \_\_\_\_\_ \$ \_\_\_\_\_.

(1) Buyer Direct Deposit: Buyer shall deliver deposit directly to Escrow Holder by electronic funds transfer ☐ cashiers check ☐ personal check ☐ other \_\_\_\_\_ within 2 business days.



## HOA'S UTILITIES AND CODE VIOLATIONS

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For this glorious set of tasks I have dedicated staff who correct any outstanding violations and minimize our client's future financial exposure. Depending on the client we will handle all of the bills and HOA payments and look for reimbursements



## WHO YOU HIRE MATTERS

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My team has been together for many years. Before starting All Cal REO we spent a year at number one for all Re/Max in California having closed more transactions than any other team. Christopher Rockey is the Northern California managing Realtor and All Cal REO highest volume Realtor producer. Rockey is Broker and Owner of All Cal REO. You may be hiring a specific local agent but you will get our entire team and experienced sets of eyes monitoring each and every transaction. At All Cal REO we care about communication, execution and results.

# TESTIMONIAL

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“

Hey Mahrie

I've spoken with Rockey. He's doing a great job monitoring this property during the contested litigation on this property.

*Justin Stevenson Eviction manager REO Department Selene Finance LP*

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Many thanks Rockey. I am hopeful that we avoided a potentially terrible situation. “fingers crossed”.

*Courtney Dougharty, Evictions REO Department Selene Finance LP*

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“

Rockey,

Im really pleased with the work ethic and production I am receiving from your team. It is very refreshing to work with an agent that you know you can always reach on the phone, and who knows, in detail, what is going on with any given asset in their inventory. You have a strong team of individuals who all have the same common goal, and who constantly keep us updated should any issues arise. I look forward to our continued successes into the future, and thank you for always putting Atlas REO first! Thanks

*Brandon Wood, Atlas REO Asset Manager*

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“

Rockey,

I will contact the rest of my asset manager who all have properties in California, I will direct them to send you more listings. You go above and beyond what most of other agents do and I have no hesitation in giving you more assignments.

*Jim Dolan, FNMA Sales Manager Green River Capital*

# THANK YOU

Each time we receive a new assignment we recognize the responsibilities that come along with it. Vacations or simply being non-responsive are not what you will get from any of my team members. We cover for each other and we always get our work to our client on time and with an exemplary level of excellence

Christopher **Rockey**

**Broker AllCaIREO | DRE#01527810**



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# State of California

Department of Real Estate

## Real Estate Broker License

Christopher Michael Rockey

### MAIN OFFICE ADDRESS

11060 WHITE ROCK ROAD, SUITE 150  
RANCHO CORDOVA, CA 95670

*David R. McCutchen*  
Real Estate Commissioner

Identification Number: **01499442**

Issued: **October 26, 2021**

Expires: **October 25, 2025**



## REAL ESTATE SERVICES ERRORS AND OMISSIONS INSURANCE

THIS IS A CLAIMS MADE AND REPORTED INSURANCE POLICY.  
PLEASE READ THE ENTIRE INSURANCE POLICY CAREFULLY.

### PART 1.

## DECLARATIONS PAGE

1. **Named Insured / Address:** Policy Number: 1-CRS-CA-17-01460955-00
- A List California Properties  
DBA: All Cal REO  
Physical Address: 151 Brewery Lane #A  
Auburn, CA 95603  
Mailing Address: 151 Brewery Lane #A  
Auburn, CA 95603

2. **Policy Period:** 11-29-2023 to 11-29-2024 (12:01 AM at address #1)

3. **Retroactive Date:** See Insured Services section. Retroactive date is bound to each insured service separately.

4. **Insured Services:**

Insured Service Name	Prior Acts Type	Retroactive Date
All services for which a real estate license is required or unlicensed real estate support services provided as a real estate assistant or transaction coordinator.	Date Specific	11-29-2023

5. **Limit of Liability \*:**
- a. Each **Wrongful Act** \$1,000,000
  - b. Aggregate \$1,000,000
  - c. Discrimination To Policy Limit
  - d. Lockbox To Policy Limit
  - e. Contingent Liability \$100,000
- \*Limit of Liability reduced by the amount of Defense Costs. Please read Policy in its entirety.

6. **Retention:** \$2,500

7. **Premium:** \$600  
MINIMUM PREMIUM POLICY

8. **Forms and Endorsements:**

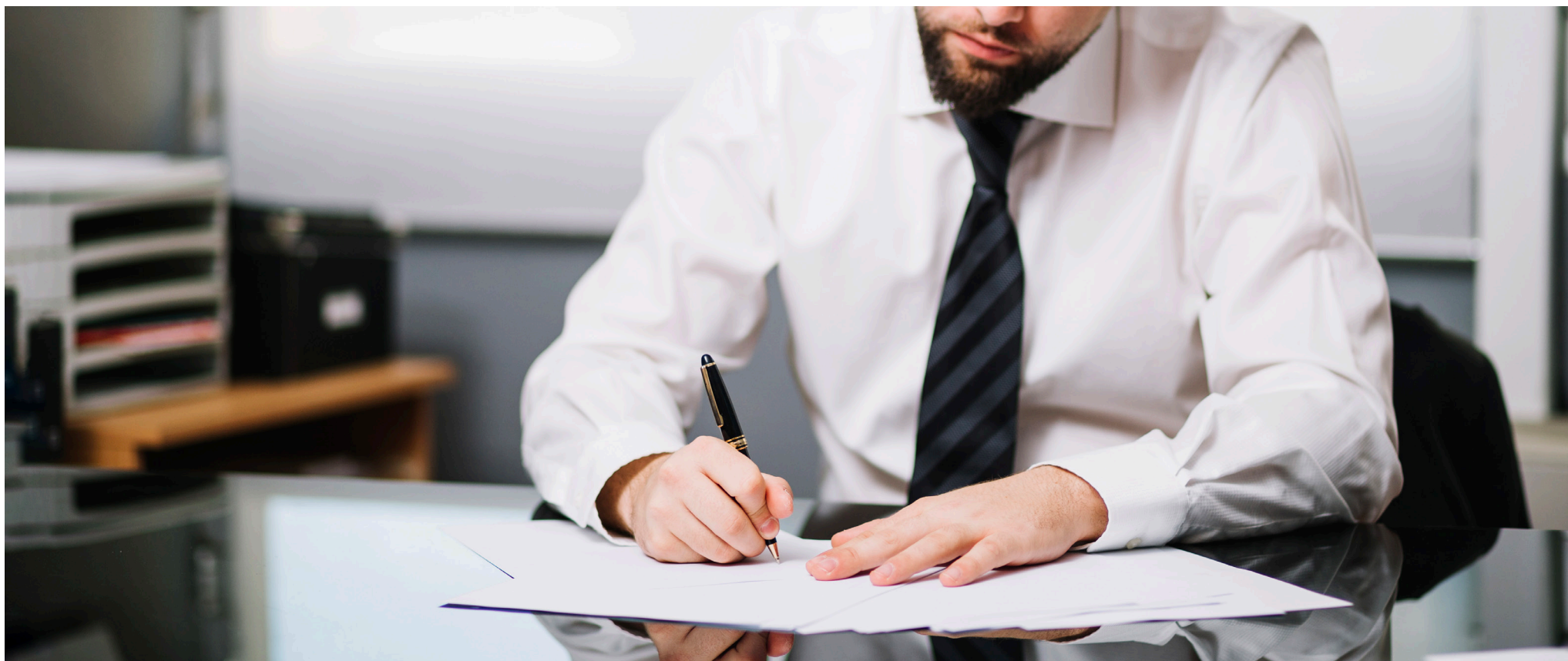
Endorsements	Form Number
Professional Liability Application	ASC-3006 (0421)
Commercial Lines Policy Jacket	ASC-E&O Jacket (0421)
Real Estate Services Errors & Omissions Liability Insurance Policy	ASC-EO1009 CA (0421)
Discrimination Indemnity and Defense Coverage - \$1,000,000	ASC-0314 (0421)
First Dollar Defense Coverage	ASC-0315 (0421)
Broad Form Real Estate Services	ASC-0342 CA (0421)
Pollution Coverage - \$500,000	ASC-0411 (0421)
Agent Owned Property	ASC-2003 CA (0421)

9. Administrative Office: Arthur J Gallagher Risk Management Services Inc.,  
CRES A Gallagher Affinity Division  
PO Box 29502 #69121  
Las Vegas, NV 89126-9502



Authorized Signature: \_\_\_\_\_ Date Issued: 11-13-2023

This Policy is issued to a participating member of the Real Estate Services Council Purchasing Group, a Risk Purchasing Group. The insurer for the purchasing group may not be subject to all the laws and regulations of **Your** state. Depending on the state, the insurance insolvency guarantee fund may not be available to the Purchasing Group.



**W-9 Form**  
is available upon request

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WHAT DOES IT TAKE

TO SELL A HOUSE IN TODAY'S

COMPETITIVE MARKET?

**INNOVATION, TECHNOLOGY, VISION, DEDICATION,  
EXPERIENCE, DILIGENCE, PASSION, ABILITY,  
SYSTEMS, DATA AND ANALYTICS**

**CHRISTOPHER ROCKEY**

**Broker AllCalREO | DRE#01527810**



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## WHAT WE DO

- ✓ Single Property Website
- ✓ Unlimited MLS Property Uploads
- ✓ Multiple Google Optimized Property Flyers
- ✓ HD Virtual Tour
- ✓ IPAD Compatible Virtual Tour
- ✓ HD Panoramic Tour
- ✓ Custom Property Flipbook
- ✓ Property Text Code with call capture (Sign Rider)
- ✓ Syndication to over 200 classified sites
- ✓ QR Property Code
- ✓ One-Click Social Media Posting
- ✓ YouTube video created with audio upload
- ✓ Free domain name
- ✓ Realtor.com posting
- ✓ Just moved video creation
- ✓ Website chat supported
- ✓ Just Listed Video Syndication
- ✓ Custom Blog with Auto Property Posting
- ✓ Pull Listing Data from MLS to IDX
- ✓ Automated drip system for generated leads
- ✓ Custom auto follow up emails
- ✓ Lead nurturing drip system
- ✓ Real Time Property Ranking Report on Google
- ✓ Multiple Property page syndication to Google
- ✓ Optional full 360 Virtual Tour
- ✓ Custom widget generation for website marketing
- ✓ Printable PDF Flyers
- ✓ Property Hit Report
- ✓ Upload Custom Videos
- ✓ Voicemail Flyer Widget for Lead capture
- ✓ MLS Compliant Links
- ✓ Custom mobile app with IDX Search
- ✓ Custom Lead CRM System
- ✓ Holiday Marketing Template Library
- ✓ Personal Voice Property Recordings
- ✓ Custom IDX Search Website with Lead Capture
- ✓ Website Plug-In "Buyer Tips" with Lead Capture
- ✓ Listing Lead Website Generator
- ✓ Listing Lead Capture Custom Website
- ✓ Website Plug-in with "Seller Tips" with Lead Capture
- ✓ Property Evaluation Reports with Lead Capture
- ✓ Craigslist property Auto Poster (No Copy and Paste)
- ✓ Auto Created Craigslist flyer from MLS data with LC
- ✓ Complete Adwords Marketing Campaign
- ✓ Activerain Auto Poster
- ✓ Interactive Open House
- ✓ Auto Generated Property Marketing Reports
- ✓ Custom Analytics on your property