



Sally Solomon

Broker Associate License #00841652
CRS, CLHMS, e-Pro, CDPE, SRF, MCNE, MRP
Keller Williams Realty World Class
30700 Russell Ranch Rd., #200
Westlake Village, CA 91362

Cell: (805) 338-7878 Direct: (805) 778-8393

E-Mail: Sally@SallySolomon.com

Sally Solomon is a top producing real estate agent in the San Fernando & Conejo Valleys since 1982. Being in the industry for 36 years has given her the opportunity to watch many of the developments in this region being built. This has provided her great insight and understanding to the community she services, and accessing the true value.

After successfully completing the sale ordered by the Supreme Court of New York, she then obtained the esteemed Divorce Real Estate Expert Certification. This has made her even more proficient in handling the sale of real property and the intricacies involved in Family Law cases. Being trained as a neutral third party with the systems and experience, has given her the ability to handle high conflict divorces (including restraining orders and uncooperative spouses with regard to showings or signing).

The 36 years of experience in selling real property has helped her clients meet their real estate goals through communication, education, cutting edge technology & guidance without pressure. As a result, almost 90% of her business is referral and past clients which now include a second generation.

Sally A. Solomon

Keller Williams Realty World Class

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Employment History:

36 years of full time Real Estate Sales

Keller Williams Realty World Class - 2016 to Present

Position: Real Estate Sales

- Team Lead – Sally Solomon & Associates
- Short Sales, REO & Foreclosures
- First Time Buyers, Luxury, Military Relocation
- Multi-million production

Position: Productivity Coach & Trainer

- Train new agents in all aspects of real estate sales
- Create office training calendar

California Real Estate Training School – 2016 to Present

Position: Certified Trainer

- Trainer for Real Estate licensing classes

Keller Williams Realty Calabasas – 2012 to 2016

Position: VP & Broker of Record

- File compliance & risk management
- Supervised & Managed an office of 215 agents
- Trained new agents & seasoned agents

RE/MAX Estates, Agoura Hills, CA

Position: Real Estate Sales

- Full Time Realtor sales - residential real estate, vacant land in western San Fernando Valley, the Conejo Valley, the Beach Communities of Oxnard & Malibu

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Aviara Real Estate, Westlake Village, CA – 2012 to 2016

Position: Real Estate Sales

- Full Time Realtor sales - all types of residential real estate, primarily in the Conejo Valley & Malibu

Prudential California Realty Thousand Oaks, CA 1998 –2003

Positions: Real Estate Sales

- Full Time Realtor sales
- Prudential Relocation Services assisting buyers & sellers move across the country & world
- Co-founder of REO Market Solutions, a company especially designed to assist financial intuitions in the liquidation & disposition of their real estate owned properties

Previous Employment:

- Fred Sands Realty 1996 -1998
- Jon Douglas Company 1991 -1996
- Mike Glickman Realty 1982 -1991

Experience:

Real Estate Sales:

Salesperson licensed issued by the State of California 1982

Broker license issued by the State of California in 2006

Sale of investment & Residential Properties, Relocation, Vacant Land, REO's, Short Sales, Court Ordered Sales, Probate, Cal Vet Programs, FHA & VA

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REO/Bank Owned Properties:

Expertise including but not limited to property inspections, arrange for re-key, cash for keys exchange, Broker Price Opinions, vendor estimates, negotiate repairs, vendor contract, CMAs/BPOs, status reports/checklists, trash outs, and listing/sales coordinator

Broker Price Opinion/Property Condition Report:

Complete Property Condition Reports & Broker Price Opinions for several valuation service companies & asset managers. Two companies who consistently utilize my services are **Rels & Corlogic Appraisal Services**.

BPO Training Instructor for:

Fred Sands Realty

Jon Douglas CoV **REO/Bank Owned Properties:**

Expertise including but not limited to property inspections, arrange for re-key, cash for keys exchange, Broker Price Opinions, vendor estimates, negotiate repairs, vendor contract, CMAs/BPOs, status reports/checklists, trash outs, and listing/sales coordinator

Legal Profession:

20 years working in Philadelphia & Southern California Law Offices, Worked with Real Estate Attorneys, Family Law, Corporate Law and Public Defender's Office

Experienced in:

- Negotiating & settlement of Personal Injury Claims;
- Preparation & filing of court documents;

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Designations/Certifications Earned:

- Certified Real Estate Divorce Expert®
- Short Sale Foreclosure Resource®
- E-Pro Certified®
- Certified Residential Marketing Specialist®
- Certified Distress Property Expert®
- Military Relocation Professional®
- Master Certified Negotiations Expert®
- Legislative Liaison for California Assoc. of Realtors

Memberships:

- National Assoc. of Realtors®
- California Assoc. of Realtors®
- Conejo Simi Moorpark Assoc. of Realtors®,
- Million Dollar Guild
- Luxury Institute

Education

- Pepperdine University – Mediation for Managers
- UCLA Los Angeles, CA –Tort Litigation for Legal Secretaries
- Pierce College, Phila., Pa. 1969 -1971
Course Studied: general education
- Pierce College, Woodland Hills, CA 1977 - 1978
- Moorpark College, Moorpark, CA 1984 –1989
Courses Studied: Business Administration

Technology:

- Proficient in All Microsoft Suite
- Adobe Illustrator & Photo Shop
- Google, Dropbox
- Equator Certified

DIVORCE REAL ESTATE INSTITUTE

This is to certify that

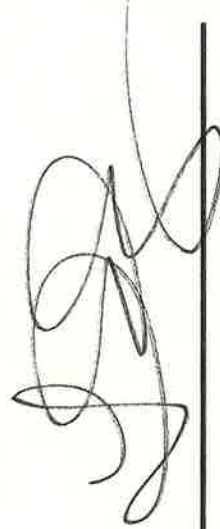
SALLY SOLOMON

has satisfactorily completed the 10-hour Divorce Real Estate Principles Course,
40-hour live Divorce Real Estate Master Course, and all other mandatory requirements

to be hereby declared as a

CERTIFIED DIVORCE REAL ESTATE EXPERT

as of this day on October 19, 2018.



Laurel Starks
Founder

Divorce Real Estate Institute



REAL ESTATE
NEGOTIATION
INSTITUTE

RESEARCH | TRAINING | CONSULTING

In recognition of completion of the prescribed program of study

Sally Solomon

is hereby awarded this certificate for the

Master Certified Negotiation Expert Designation

offered exclusively by the Real Estate Negotiation Institute



T.A. Hayman

Thomas A. Hayman
CEO

