

Michael V Welk

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EXPERIENCE:

YOUR CASTLE REAL ESTATE, LLC –Managing Broker/Broker Associate – Greenwood Village, CO –
January 2006 – Present

Challenge: Recognized a need to assist people buy and sell real estate and continue to recruit and build our firm.

Action: Create a business plan designed around a niche to set myself apart from other Realtors. To teach and educate Realtors and the general public on distressed property situations and real estate trends. To be the local knowledge expert.

Result: Established a solid, consistent, and efficient process allowing me to close 52 transactions with 8.4M in volume becoming the 2nd place grossing salesperson at Your Castle Real Estate in 2009. This has allowed me to further develop relationships with new and existing clients contributing to an increase in business. This has also allowed me to focus on my niche of assisting homeowners sell and purchase distressed properties with an above average close rate.

ROCKET MORTGAGE. – Mortgage Broker – Denver, CO – June 2006 – May 2007

Challenge: Provide real estate investors with financing solutions while providing outstanding customer service to investors, Realtors, and buyers.

Action: Create a business plan to launch a startup mortgage company.

Result: Exceeded in closing above goals set forth by management. Placed investors with financing options that allowed them to purchase investment properties to reach their individual real estate investing goals. Able to perform analysis on rental properties allowing me to be able to become a professional within my industry.

MURPHY REALTY. – Broker Associate/Investor – Lakewood, CO – May 2003 – December 2005

Challenge: To build my personal real estate investment portfolio.

Action: To acquire cash flow investment properties.

Result: Acquired 1.7M in real estate holdings with in two years. Portfolio included 23 units with 7 properties.

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PROFESSIONAL AFFILIATIONS:

CHAIRMAN JEFFERSON COUNTY ASSOCIATION OF REALTORS®	OCTOBER 2009 – PRESENT
CHAIRMAN BOARD LEADERSHIP FORUM COLORADO ASSOCIATION OF REALTORS®	OCTOBER 2009 – PRESENT
FINANCE COMMITTEE COLORADO ASSOCIATION OF REALTORS®	OCTOBER 2009 – PRESENT
CHAIRMAN-ELECT JEFFERSON COUNTY ASSOCIATION OF REALTORS®	OCTOBER 2008 - PRESENT
BOARD OF DIRECTOR JEFFERSON COUNTY ASSOCIATION OF REALTORS®	OCTOBER 2007 – PRESENT
BOARD OF DIRECTOR COLORADO ASSOCIATION OF REALTORS®	MAY 2009 – PRESENT
GOVERNMENT AFFAIRS COMMITTEE - JEFFERSON COUNTY ASSOCIATION OF REALTORS®	MAY 2007 – PRESENT
COMMUNITY SERVICE COMMITTEE - JEFFERSON COUNTY ASSOCIATION OF REALTORS®	MAY 2007 – PRESENT

DESIGNATIONS:

CDPE – CERTIFIED DISTRESSED PROPERTY EXPERT
SFR – SHORT SALE FORCLOSURE RESOURCE SPECIALIST
FIVE STAR SHORT SALE CERTIFIED
EPRO

SPEAKING ENGAGEMENTS:

MONTHLY CLASSES ON SHORT SALES AND REAL ESTATE TRENDS
2010 REALTOR RALLY – SHORT SALE PANEL

PUBLICATIONS:

THE 2009 GUIDE TO COLORADO REAL ESTATE INVESTING

THIS BOOK WAS DEVELOPED TO HELP YOU MAKE SENSE OF THE SPECIAL CHALLENGES AND INCREDIBLE OPPORTUNITIES AVAILABLE IN OUR MARKET TODAY. NOT SINCE THE GREAT DEPRESSION HAVE WE HAD A GREATER TRANSFER OF REAL ESTATE WEALTH, AND THE SMART AND SAVVY INVESTOR HAS A ONCE-IN-A-LIFETIME OPPORTUNITY TO TAKE ADVANTAGE OF IT.

THRIVE: HOW REALTORS CAN SUCCEED IN A DOWN MARKET USING SOCIAL MEDIA AND OTHER NEW TOOLS

THIS BOOK IS A COMPREHENSIVE STUDY OF WHAT EXACTLY IS MAKING SUCCESSFUL AGENTS IN THIS MARKET. WE WROTE THIS BOOK TO HELP OTHER REALTORS DETERMINE WHERE THEY ARE DOING WELL AND WHAT THEY COULD DO TO IMPROVE, INCLUDING SOCIAL MEDIA TECHNIQUES, BUSINESS PLANNING, AND TIME MANAGEMENT.

EDUCATION:

COLORADO STATE UNIVERSITY, FORT COLLINS, COLORADO

Degree: Bachelor of Science Business & Administration - December 1995

Major: Computer Information Systems

AMERICAN REAL ESTATE COLLEGE, WHEAT RIDGE, COLORADO

Real Estate Broker License Education – June 2005

REFERENCES AVAILABLE UPON REQUEST