

PROFESSIONAL PROFILE

PHIL IMMEL - Real Estate Guru

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QUALIFICATIONS

An accomplished real estate broker and entrepreneur with over 30 years of experience in sales and management. Negotiated and supervised thousands of real estate transactions throughout California and the United States. Expertise in the following areas:

- Residential and Commercial Real Estate Sales
- Residential Sales at a Branch, Regional and National Management level
- Regional and National Financial Services Management, including Mortgage Banking, Title, Escrow, Insurance,
- Trusts and Probates
- Foreclosures, REO, Short Pay Agreements
- 1031 Tax Deferred Exchanges
- Expert Witness for California Real Estate Transactions
- Consultant for Real Estate and Related Services
- Noted Authority on Real Estate for the media, including CNN

BUSINESS HISTORY

BROKER ASSOCIATE - 1996 - Present

Prudential California Realty

Monarch Beach/Dana Point, CA

- Represent home Buyers and Sellers in the South Orange County market from Newport Beach to San Clemente
- # 1 Prudential California Realty Agent in Orange County – 1999-2002, 2004, 2007 & 2008
- # 8 Prudential California Realty Agent in the United States 2004 (out of 60,000)

REALESTATEGURU.com

Phil has been a guest Real Estate expert on CNN and KNX1070 Radio among other print media.

SENIOR EXECUTIVE, RELATED SERVICES - 1983 - 1990

Coldwell Banker Residential Group

National Headquarters, Newport Beach, CA

In-house Corporate Consultant and Executive Director for all ancillary services including Coldwell Banker Mortgage, Guardian Title Company and Coldwell Banker Escrow. This unique position created significant value and profits to the parent corporation while increasing market share to the highest levels in company history. The position reported to the Chairman of The Board and subsidiary presidents.

EDUCATION/CREDENTIALS

SAN DIEGO STATE UNIVERSITY

B.S.B.A. Degree in Real Estate/Business

LICENSED REAL ESTATE BROKER - California

OTHER AFFILIATIONS

- ROTARY INTERNATIONAL FORMER DIRECTOR
- Laguna Board of Realtors and South Coast Medical Center
- CHAMBER OF COMMERCE MEMBER - Laguna Beach, Laguna Niguel and Dana Point
- SAG & AFTRA

REFERENCES

An extensive client list is available upon request