



**TOMMY SHOLES, INC.**



APPRAISERS ~ REALTORS

**RICHARD E. STAFFORD**

**BROKER/OWNER**

**SANTA ROSA BEACH, FL**

*[www.GraytonBeach.com](http://www.GraytonBeach.com)*



# Richard Stafford – Santa Rosa Beach, FL

## CONTACT

Profile

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Services Offered

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## CONTACT

### **Richard Stafford**

#### **Broker/Owner**

*Tommy Sholes, INC, Appraisers/ Realtors*

*\*A Woman Owned Small Business\**

3812 W County Highway 30-A Santa Rosa Beach, FL 32459

Office: 850-267-2180 x3

Cell: 850-830-4144

[Richard@GraytonBeach.com](mailto:Richard@GraytonBeach.com)

[www.GraytonBeach.com](http://www.GraytonBeach.com)

Res.Net ID: 121211

Equator: 1220342



*"Serving South Walton for more than 30 years with honesty, integrity and local knowledge."*



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## ABOUT RICHARD

Richard Stafford is a dedicated, full time, experienced real estate professional.

He takes pride in focusing on providing his clients with personal attention, while ensuring that his team understands client needs, strives to meet daily commitments and exceeds customer expectations.

Consistently offering on-time communication, accurate valuations, advanced marketing, a strong network of buyers, contractors and other related service professionals to handle all aspects of the REO management and disposition.

His focus is to minimize lender expenses, holding time and obtain the maximum net returns.

## CERTIFICATIONS

- Northwest Florida State University – Business
- 500+ Hours of REO/Short Sale/Broker/Continuing Education Classes
- RES.NET AMP Certified Agent
- EQUATOR Platinum Certified REO & Short Sale
- Licensed Realtor since 1989
- Broker of Record since 1992
- Certified Distressed Property Expert - CDPE

## PLATFORMS

- RES.NET – AMP Certified
- Equator – Platinum Certified REO & Short Sale
- Dispositions
- LPS



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## AFFILIATIONS

- National Association of Realtors (NAR)
- Emerald Coast Association of Realtors
- Walton County Property Owner's Association
- Florida Association of Realtors
- Certified Distressed Property Institute

## REO EXPERIENCE

- REO/Short Sale Broker since 2007
- 90% BPO to Sales Price
- 99% List Price to Sales Price
- 24-48 Turn Around Time on ALL REO Tasks
- Average 28 Days on Market

## REFERENCES

Scott D. Hawkins  
Resource Real Estate Partners LLC  
678-306-4240

[shawkins@resourcere.com](mailto:shawkins@resourcere.com)

2303 Cumberland Pkwy  
Atlanta, Georgia 30339

Mitchell Dowling  
Banksouth  
334-340-2101

[mdowling@banksouth.net](mailto:mdowling@banksouth.net)

PO Box 1967  
Dothan, AL 36302-1967

Michael Gibson  
PNC Asset Resolution Team, REO  
Services  
513-759-1322

[Michael.A.Gibson@pnc.com](mailto:Michael.A.Gibson@pnc.com)

7681 Tyler's Place Boulevard  
West Chester, OH 45069



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**FLORIDA CITIES COVERED**

<b>Zip</b>	<b>City</b>	<b>County</b>
32540	Destin	Okaloosa
32541	Destin	Okaloosa
32548	Fort Walton Beach	Okaloosa
32439	Freeport	Walton
32550	Miramar Beach	Walton
32413	Panama City Beach	Bay
32461	Rosemary Beach	Walton
32459	Santa Rosa Beach	Walton



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Areas Covered

### SERVICES OFFERED

Documentation

### SERVICES OFFERED

- Initial drive-by upon acceptance of property to check occupancy as required
- Accurate and timely Broker Price Opinions
- Occupancy verification
- Cash-for-keys
- Securing property
- Utility transfer
- Property management including utilities, emergency repairs, and rental agreements as needed per client
- Rehab estimates from licensed property Preservation Company free of charge
- Eviction assistance
- Board ups
- Digital photos and tours
- Monthly Status Report
- Marketing procedures- Internet, flyers, print media, open houses, e-mail flyers
- Pre-qualify buyers with mortgage programs assistance
- Expenses submitted within client deadlines
- Monitor escrow and reporting to client on a regular basis.
- Maintain communication with client, return calls/emails promptly



# Richard Stafford – Santa Rosa Beach, FL

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LICENSE

E&O Insurance

W-9

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AC# 6244378 STATE OF FLORIDA  
DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION  
DIVISION OF REAL ESTATE SEQ# L12080202747

DATE	BATCH NUMBER	LICENSE NBR
08/02/2012	128027348	BK510671

The BROKER  
Named below IS LICENSED  
Under the provisions of Chapter 475 FS.  
Expiration date: SEP 30, 2014

STAFFORD, RICHARD E  
549 EDEN DRIVE  
SANTA ROSA BEACH FL 32459

RICK SCOTT  
GOVERNOR

KEN LAWSON  
SECRETARY

DISPLAY AS REQUIRED BY LAW



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**E&O INSURANCE**

W-9

<b>CNA</b>				Real Estate Professionals Errors and Omissions Policy	
<b>Declarations</b>					
Agency	Branch	Prefix	Policy Number	Insurance is provided by Continental Casualty Company 333 S Wabash Ave Chicago, IL 60604, A Stock Insurance Company.	
078990	969	RNP	19420431712		
<b>1. NAMED INSURED AND MAILING ADDRESS:</b>					
Tommy Shoes, Inc. Appraisers/Realtors 3812 W. Co. 30A Santa Rosa Beach, FL 32459				<b>NOTICE TO POLICYHOLDERS:</b> The Errors and Omissions Liability coverage afforded by this policy is on a Claims Made Basis. Please review the policy carefully and discuss this Coverage with your insurance agent or broker.	
<b>2. POLICY PERIOD:</b> Inception: 10/29/2012 Expiration: 10/29/2013 at 12:01 A.M. Standard Time at your address shown above.					
<b>3. ERRORS AND OMISSIONS LIABILITY:</b>					
A. Limits of Liability:	Each Claim:	\$1,000,000	Aggregate:	\$1,000,000	
B. Lockbox Limit of Liability: (SUBLIMIT INCLUDED WITHIN THE LIMITS OF LIABILITY)					\$50,000
C. Discrimination Limits of Liability:					\$100,000
D. Deductible:	Each Claim:				\$5,000
E. First Coverage Date:	10/29/1998				
<b>4. PREMIUM:</b>					
ENVIRONMENTAL HAZARDS:				\$1,419.00	
DISCRIMINATION (Optional \$100,000 Sublimit):				\$0.00	
TOTAL PREMIUM:				\$1,419.00	
Florida Catastrophe Hurricane Fund				\$18.45	
<i>James F. Willging</i>					





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E&O Insurance

W-9

**W-9** Request for Taxpayer Identification Number and Certification

Form (Rev. November 2005)  
Department of the Treasury  
Internal Revenue Service

Give form to the requester. Do not send to the IRS.

Name (as shown on your income tax return) **RICHARD E. STAFFORD**

Business name, if different from above: **Tommy Stokes, Inc., Appraisers/Realtors**

Check appropriate box:  Individual/Sole proprietor  Corporation  Partnership  Other  Exempt from backup withholding

Address (number, street, and apt. or suite no.): **3812 W. Country Hwy 30-A**

City, state, and ZIP code: **SANTA ROSA BEACH, FL 32459**

List account number(s) here (optional):

**Part I Taxpayer Identification Number (TIN)**

Enter your TIN in the appropriate box. The TIN provided must match the name given on Line 1 to avoid backup withholding. For individuals, this is your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the Part I instructions on page 3. For other entities, it is your employer identification number (EIN). If you do not have a number, see How to get a TIN on page 3.

**Note.** If the account is in more than one name, see the chart on page 4 for guidelines on whose number to enter.

Social security number: \_\_\_\_\_

or

Employer identification number: **59-2824737**

**Part II Certification**

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me), and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding, and
- I am a U.S. person (including a U.S. resident alien).

**Certification instructions.** You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the Certification, but you must provide your correct TIN. (See the instructions on page 4.)

Sign Here: Signature of U.S. person **[Signature]** Date: **1/8/2013**