



Judy Kay Burr

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### *Career Achievements in Real Estate*

As a Real Estate Broker-Associate for 16 years, I achieved bottom-line results: effectively closing the listing by accurately defining the needs of buyers by selecting and showing only the best inventory and thus, effectively balancing the needs and demands of both seller and buyer.

### *Qualifications*

Trained by 40 year veteran Realtor-Broker & Certified General FHA Appraiser, Bill Ramsey. I learned to communicate and negotiate directly with architects, developers, and homebuilders in real estate and appraising.

Earned multiple promotions during 16 years with brokerage based on sales achievements. Promoted within 4 years to Office Manager in charge of three high-volume departments. Worked with new hire Realtors and Appraisers; coordinated new training and marketing development; and other personnel administration.

A 25 year career with Kmart in customer service desk and office management, gave me a strong education in public relation and help me commit myself to following instruction, meeting deadlines, and keeping promises with the public and superiors.

I am co-owner with my husband of a 75 year old business, Standard Glass Company in Waterloo, Iowa. I assist in management decisions, customer service and financial records.

### *Education*

I established entrepreneurial business as an Independent Certified Signing Agent/Mobile Notary and established a relationship with 100's of lenders throughout Northeast Iowa.

Achieved licensing in 3/2004 as a Certified Residential Appraiser after 5 years of extensive training with FHA registered Certified General Appraiser and HUD architect. I learned to be proficient in all types of appraisal reports with a specialty in ERC and REO reporting.

I was VA approved in 2005 and have written many of these reports in Northeast Iowa.

### *Relevant Experience*

I established by own business on 9/25/2004; Professional Real Estate Services, offering services as Certified Residential Appraiser, with Real Estate Brokerage and Mobile Notary Service. In 2007, my Appraisal business had increased to the point of 100% of my time and business. I do keep my real estate license active.

Since my appraisal business has been started, I have attained placement on the VA fee panel and the FHA approved roster.

I have enjoyed working relationships with 100's of lenders, leading appraisal management companies, and local banks. I also have a working relationship with many Realtors and Appraisers in NE Iowa over the past 16 years. I am a member of the Waterloo-Cedar Falls MLS, Bremer, Buchanan, Chickasaw MLS, Heart of Iowa MLS, Northeast Iowa MLS, Benton Co. MLS and North Iowa MLS.

### *Other Experience*

My knowledge of appraising continues to grow. I am happy to have had many opportunities to learn first hand about new construction and have appraised many projects from blueprints to newly finished homes. I have also become acquainted with foreclosures; learning what information is important for the lender to help get the property remarketed.

It is interesting to learn about new housing ownership opportunities; townhouses, condos, patio homes, etc.



*References Available Upon Request*