
Why are BPO managers so uptight about

Posted by keithklinger - 2008/07/21 12:00

Why are BPO managers so uptight about their companies guidelines? I mean, I've been in real estate for a decade and have been giving my opinion of pricing the whole time. I KNOW what these properties are worth. Where do these people get off telling me how to value a property when most of them are real estate agents that couldn't make it in this market.

=====

Re:Why are BPO managers so uptight about

Posted by JayLaw - 2008/07/22 13:17

I get the feeling they are all overwhelmed with the current flood of REO's and BPO's coming through databases.

=====

Re:Why are BPO managers so uptight about

Posted by carol_burnett - 2008/07/22 22:14

I somewhat understand what you are saying as I have been selling real estate for years myself providing market evaluations for my clients. I must admit that I have learned quite a bit from doing the BPO's per their guidelines. There are so many things that are subjective that the guidelines the managers follow sort of reel the opinions in. I do think that sometimes the mileage parameters are not correctly depicting the property but in the long run their guidelines work pretty well.

Let's face it if we go out to a property and present our CMA and don't have the exact comps for a particular house there is usually no one on the other end of the line to dispute our findings so we think everything is good. Most of the time we are right on the price as we have figured out that the buyer dictates the price!

=====

Re:Why are BPO managers so uptight about

Posted by bryandrain - 2008/07/23 09:52

I think they may be so "uptight" because they are working with many agents and properties that if they did not hold tight to their guidelines there would be no consistency in opinions given by outside persons from across the country.

=====

Re:Why are BPO managers so uptight about

Posted by JayLaw - 2008/07/23 10:36

If we continue to "kill 'em with kindness", process each and all orders on time and to the best of our abilities, and not bug them too much, they will in turn respect us as individuals and as a company. The rest of the agents out there will most likely not be as courteous and professional. Our valuations will continue to hit the mark and impress our clients.

=====

Re:Why are BPO managers so uptight about

Posted by briggs - 2008/07/23 11:58

I will say this as an "EX"-Asset manager for a large company (I am back in real estate now). I was extremely overwhelmed and it did make my life a bit easier to just go on auto-pilot and when things fit within the box then great, and when they didn't just kick it back! (-: It really is sad to see that's how the banks are making things. The problem was that their guidelines were almost "outdated." So the problem was that they thought they were on top of things, but they were not. I think that something is about to change with that very soon. The banks will start to standardize things and listen to what we are all telling them.

=====

Re:Why are BPO managers so uptight about

Posted by briggs - 2008/07/23 12:01

Oh, and I also want to say, if you want to keep your asset managers happy and get more listings, so as "JayLaw" was saying, keep them happy...get them turned in on time, and ALWAYS be thankful for doing them. Even though we don't make squat \$ on them, someone has to do them. And those that do them, get the listings. I don't want to give away too many of my insider tips or else I wouldn't have any for myself!!! (-: LOL.

=====

Re:Why are BPO managers so uptight about

Posted by gointhedistance - 2008/07/23 12:10

oh come on now...that's almost cheating! You have all the 'ins' then I am sure. Are you looking to team up with anyone? Where you located? I am in Scranton, PA. you can email me at realestatepenn@hotmail.com.

=====

Re:Why are BPO managers so uptight about

Posted by gointhedistance - 2008/08/07 21:58

Hey briggs,
Where you located? Are you looking to work with anyone else? I have experience in BPOs and REOs for several years now. I am NVSI certified, already signed up with 20+ companies, have 4 listings currently, and have lots to bring to the table. PM me so we can chat more.

=====