



## **EXPERT SOURCE SHEET**

### **MARKI LEMONS**

NATIONAL TRAINER AND SPEAKER

Marki Lemons Unlimited

## **PRIMARY AREAS OF EXPERTISE**

Foreclosures • Short Sales • Real Estate Finance • Reverse Mortgages • Broker Licensing • Women & Minorities in Real Estate • Marketing • Management

## **INDUSTRY ISSUES**

- The state of the foreclosure market in Chicago, IL and in the U.S.
- High-end foreclosures and their relevance in the housing industry
- How an increase in foreclosures impacts the overall real estate market
- How foreclosures affect property owners
- Factors that lead to a short sale
- Best practices for marketing foreclosed properties
- Advice for consumers regarding the pros and cons of foreclosure
- What owners should consider when choosing to refinance, sell or foreclose
- Mortgage theory and ownership

## **DESIGNATIONS**

- **ABR** *Accredited Buyers Representative*
- **ABRM** *Accredited Buyers Representative Manager*
- **CRS** *Certified Residential Specialist*
- **CRB** *Certified Residential Broker*
- **CRMS** *Certified Residential Mortgage Specialist*
- **SRES** *Senior Real Estate Specialist*
- **MBA** *Masters in Business Administration*
- **CDPR** *Certified Distress Property Representative*
- **CDEI** *Certified Distance Education Instructor*
- **QSC** *Quality Service Certified*
- **Green**

## **BIOGRAPHY**

With nearly a decade of experience working in real estate, Marki Lemons has established herself as a leading expert in the residential real estate industry. In a market experiencing near record numbers of short sales and foreclosures, Marki has used her dynamic, professional attitude and vast experience to become known as Chicago's "Queen of Foreclosures."

By consistently offering sound industry analysis and professional guidance, Marki's expertise is regularly featured in *The Chicago Tribune*, *Chicago Agent Magazine*, *Chicago REALTOR® Magazine*, and has also been included on CBS News Chicago and HGTV.

Not only is Marki an exceptional agent, but she is also a dedicated educator. Marki began her career in education in 1993 and currently works as a speaker, trainer and instructor, teaching real estate pre-licensing courses, real estate finance, reverse mortgages, broker licensing, special interest classes/seminars and continuing education courses in marketing and management for both Chicago City Colleges and The University of Phoenix. In addition, Marki is certified to teach courses for REBAC, ABR and The Women's Council of Realtors.

Beyond her work in education and with Rubloff, Marki serves on the Board of Directors for the Chicago Association of Realtors®, is the treasurer for the Chicago Association of Realtors® Education Foundation, Chairperson of the Education Work Group, Board of Directors member for the Dearborn Real Estate Board and member of the Education Work Group for the Illinois Association of Realtors®. In 2004, Marki received The Bronze Residential Sales Award for selling over 60 units while obtaining her ABR and ABRM designations.

Marki resides in Bronzeville with her husband Stephen and their two sons Skyler and Austin. She holds a Bachelor of Science degree in Management from Chicago State University and a Master's in Business Administration from Saint Xavier University.