

**Paul E. Stansen,
Attorney - CA + CO
Real Estate Broker**

PROFESSIONAL SERVICES

As a 30+ year licensed Attorney & Real Estate Broker-Realtor® (CA & CO), I have been providing comprehensive legal & real estate services to help clients make informed legal / tax / real estate / practical decisions.

EDUCATION

1983 ▪ University of Denver, attended courses for Masters in Tax Law

1980-83 ▪ Pepperdine University School of Law, Malibu, California, J.D.

1976-80 ▪ Fort Lewis College, Durango, CO, B.A. Political Science (cum laude)

PROFESSIONAL LICENSURE

1984 - 13821 ▪ Attorney - Colorado

1993 - 165037 ▪ Attorney - California

1986 - 00923138 ▪ Real Estate **Broker** - California Department of Real Estate

2018 - 100078181 ▪ Real Estate **Broker** - Colorado Division of Real Estate

POSITIONS HELD

1984-Current, Attorney & Real Estate Broker, Realtor®

▪ **Paul E Stansen, A Professional Corporation**

▪ **STANSEN.com**

I provide real estate consulting, brokerage, & legal services in California & Colorado. Expertise in real estate distress sales & high value traditional sales.

2000-2018, CEO, Sole Owner

▪ **paperlessUSA, Inc. - paperlessUSA.com**

Provided unique digital document management services that integrated every type of data into an easy-to-use HTML format with free software. Subsidiary wholly-owned company is TireRecallRegistry.com

1984-1990, Vice President, Asset Manager, Realtor®

▪ **Westoaks Realty, Inc.**

Co-managed 100-agent, residential & commercial, brokerage, asset- / property-managed 300,000+ square feet of commercial property, developed primarily commercial / industrial properties, and sold / leased real estate.

PARTIAL CLIENT LIST

- BHHS, Sotheby's International Realty, Troop Real Estate, RE/MAX, Aviara Realty,
- Keller-Williams, Village Properties, C21, Rodeo Realty, Prudential
- Judge Lance Ito, Los Angeles County Superior Court
- Los Angeles County District Attorney's Office (Major Fraud & Narcotics)
- Federal Drug Enforcement Agency
- Southern California Edison ▪ PAR Electrical Contractors, Inc.
- Hatch & Parent, A Law Corporation
- Debt Termination Services, Inc.

REFERENCES

- Laura Lee Anthony, President/Broker of Record, Troop Real Estate
- Jeffrey Alkazian, Alkazian & Assoc.
- Jeff Berke, Attorney, Berke Hakimi
- Rick Birnbaum, CPA
- Tina Patronete, All Valley Escrow—Simi Valley
- Denise Fast, Realtor®, #2 Sales Agent for Re/Max California
- Laura Drammer, Realtor®, Berkshire Hathaway—Santa Barbara
- Trisha Kenney, Chicago Title & Escrow—Santa Barbara
- Greg Tice, Santa Barbara County Manager—Sotheby's International Realty

WEBSITES & COMPUTER SKILLS

paperlessUSA.com • STANSEN.com • RealEstateEXPERTConnect.com

Highly proficient in digitizing data, HTML programming, WordPress, & operating many leading industry software applications from Office to Adobe products.

26500 Agoura Road #545
Calabasas, California 91302

1187 Coast Village Road # 1-701
Santa Barbara, California 93108

Phone: **888.529.6632**

Fax: **818.332.4238**

E-mail: **PAUL@Stansen.com**

**Paul E. Stansen,
Attorney - CA + CO
Real Estate Broker**

**PAUL E. STANSEN, A PROFESSIONAL LAW CORPORATION
STANSEN.COM - 1990-CURRENT**

I focus on **real estate** and **business** related matters with a concentration in:

- 1/ transactional support — contract drafting & negotiations relating to residential & commercial property sales and leasing—traditional + distress real estate sales,
- 2/ analysis of broker performance (broker custom & practice),
- 3/ analyzing & resolving easement / neighbor disputes,
- 4/ creation & maintenance of various business entities,
- 5/ forensic accounting, auditing, economic & statistical studies,
- 6/ assessing relative strengths & weaknesses of legal positions,
- 7/ case file preparation, litigation management & settlement negotiations,
- 8/ dispute resolution & litigation,
- 9/ **DISTRESS SPECIALIST ... SHORT SALES - LOAN MODS - BANKRUPTCY**
 - assist borrowers approaching or actually in foreclosure,
 - comprehensively, precisely analyze borrowers' diminished financial position,
 - negotiate lender workouts aimed at mitigating legal & tax liability exposures.

I promote informed decision-making for clients approaching and in foreclosure. I collaborate with other professionals (real estate brokers, attorneys, CPAs) to shape files for lender negotiations. The findings I make and strategies I recommend enable all participants to decide how best to improve their situation, from top to bottom, and maximize their role and influence over future events. I negotiate with lenders and interact with all third parties to bring about mutual goals. I have represented 100's of clients with property values exceeding \$300 MIL.

SPECIFIC REAL ESTATE EXPERTISE ▪ EXPERIENCE

Prior to 1990, I co-managed an independently owned 100+ agent (commercial and residential) real estate firm in Ventura County. I co-organized and managed a number of limited partnerships, co-designed, built and/or improved numerous commercial / industrial buildings, asset and property managed 300,000+ SF of properties, managed accounting activities for the real estate firm and various business entities (numerous limited partnerships and other business entities).

In managing residential and commercial sales agents, my role was that of a 'problem solver'. I responded then & now to issues arising during the course of real estate transactions, consulting with agents, their clients, and (periodically) opposing representatives in an effort to foster respective parties into a proactive and positive performance mode. I addressed issues involving marketability of title, liens, contract construction & performance, broker performance & responsibility, finance, property / asset management, and investment feasibility analysis.

PAPERLESSUSA, INC. ▪ WWW.PAPERLESSUSA.COM

I created, owned & operated paperlessUSA, Inc. (PUSA) in 2000. PUSA provided industry leading document-digital management services to a multiplicity of law firms, businesses, and governmental agencies that enhanced records retention and retrieval programs. Applications were simple to use with no software cost. The power of PUSA was in practical 'application' & managing client risk.

PUSA transformed hardcopy information of every kind (paper, audio, photographs & video) into fully integrated electronic data that is displayed in easy-to-use, point-and-click, Internet browser (HTML) format with free software. PUSA put key encrypted data at clients' fingertips, accessible 24/7 from anywhere.

Clients include American States Water Company, the Los Angeles County District Attorney's Office (Major FRAUD and NARCOTICS divisions), the Federal Drug Enforcement Administration, the Los Angeles County Superior Criminal Court, Judge Lance Ito, Southern California Edison, Tidwell Excavating, Inc., Edison Utility Services, Clarendon-Midland Claims Administration, Investors Underwriting Managers, and numerous other law firms and business professionals.

INTERESTS AND ACTIVITIES

GOLF, motor sports of all kinds, cooking, and travel.

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