

Paul E Stansen, APC

2021

Attorney ▪ Realtor-Broker

Mortgage Default

You Have **OPTIONS** but **MUST ACT** »

Cash flow challenges may affect your ability to service mortgage payments & other debt for any number of reasons. We'll help you **explore / act** quickly & decisively on realistic **KEEP** or **LEAVE OPTIONS**:

- Forbearance
- Cure-Reinstatement
- Repayment
- Loan Modification
- » **Short Sale** »
- Deed in Lieu & Foreclosure

Broker | Attorney | Loans

» **HOTEL LOANS** »

We bring a depth of vision, specialization & action with:

- frequent, clear **communications**,
- superior **negotiation skills**,
- **legal / tax / practical advice**, &
- **informed** decision-making.

« Full Spectrum of Legal Services »

Traditional Sale Brokerage Services

Prop 19 | Capital Gains

How does **PROP 19** apply to you?

Long Term Ownership – Tax on Cap Gains

We help clients make decisions about paying, deferring or eliminating tax on capital gains. We confidentially gathers, reviews, discusses & then implements sound real estate sales, estate planning, & tax strategies.

- The « **Silver Tsunami** »
- « **DEFER** or **ELIMINATE** »
- **SENIOR** Real Estate Specialist
- List, Market, Sell, Buy

Your Competitive Advantage – I Am Personally Involved:

The ability to **make informed decisions** based on comprehensive services provided by an Attorney / Broker is vital to a positive outcome. To that end, I involve you in every step of the representation to **bring about desired results**.

- **We communicate.**
- **I stay personally involved from start to finish.**

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

PROFESSIONAL LICENSURE

1984 -	13821	Attorney – Colorado
1993 -	165037	Attorney - California
1986 -	00923138	California Department of Real Estate ▪ Realtor / Broker
2018 -	100078181	Colorado Division of Real Estate ▪ Realtor / Broker

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

1. Transactional support — contract drafting & negotiations relating to residential & commercial properties sales and leasing.
2. Commercial loan brokerage with a concentration in hotels and the hospitality market.
3. Foreclosure matters – distress and forced sales (residential & commercial properties)
 - assist borrowers approaching or actually in foreclosure with positive or negative equity
 - comprehensively, precisely analyze borrower's diminished financial position
 - negotiate lender workouts aimed at mitigating legal & tax liability exposures

In the end, I promote informed decision-making for all clients. I collaborate with other professionals (real estate brokers, attorneys, CPAs) to shape files for seller, buyer, 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. With 30+ years' experience comes expertise that provides my clients with full service comprehensive representation.

OUR AIM IS ALWAYS TO HELP OTHERS MAKE INFORMED DECISIONS!

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