



## Richard Bell Income Property Specialist

*"No matter how large or small the transaction, I always put my client's investment objectives first. I find great satisfaction in giving my clients timely and accurate information to help guide them through the complex process of buying and selling real estate ."*

**phone**

**714.446.0100 x116**

**e-mail**

**RBell@vanguardproperty.com**

**website**

**www.vanguardproperty.com**

### **Experience**

- \* Over a decade of Real Estate sales, acquisitions and property management*
- \* Former V.P. Controller-Five Star Management Group; growing portfolio to 3,000 units nationwide*
- \* Business Owner-15 years*
- \* Public Accounting-Obtained C.P.A. License*
- \* Bachelor's Degree U.C.S.B.-Business Economics*

### **Personal Background**

- \* Married since 1989 & Family of Three Boys*
- \* Active Coach of Youth Sports for over 10 years*
- \* Active Member of First Presbyterian Church*
- \* Hobbies-Fishing, Golf, Snowboarding, Tennis*

### **Expertise**

- \* Extensive Local Market Knowledge in the brokering of apartment units in Orange, Riverside and Los Angeles Counties.*
- \* Transaction Experience Includes: 1031 Exchanges, Reverse Exchanges, T.I.C. and Private Annuity Trusts.*
- \* Marketing: Utilization of the latest and most comprehensive marketing technology, including Color PDF Marketing Brochures, Color Postcards and Broker Excel Property setup sheets for greater market exposure and e-mail/Internet accessibility.*
- \* Highly proficient in contract writing and negotiations; which reduces client liability and ensures maximum sales value at the time of closing.*
- \* Excellent working relationships with active brokers and specialized apartment companies, resulting in cost effective services and higher closing rates.*

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