

County Council of Howard County, Maryland

2017 Legislative Session

Legislative day # 10

RESOLUTION NO. 107 - 2017

Introduced by: Chairperson at the request of the County Executive

A RESOLUTION confirming the appointment of Michael Sloan to the Housing and Community Development Board.

Introduced and read first time on July 3, 2017.

By order

Jessica Feldmark
Jessica Feldmark, Administrator to the County Council

Read for a second time and a public hearing held on July 17, 2017.

Tabled 7/26/17

By order

Jessica Feldmark
Jessica Feldmark, Administrator to the County Council

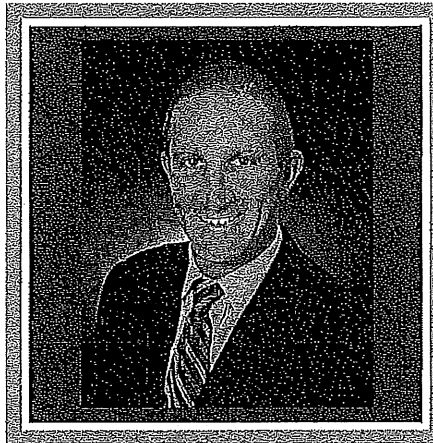
This Resolution was read the third time and was Adopted , Adopted with amendments , Failed , Withdrawn by the County Council on September 5 2017.

Certified by

Jessica Feldmark
Jessica Feldmark, Administrator to the County Council

NOTE: [[text in brackets]] indicates deletions from existing language; TEXT IN SMALL CAPITALS indicates additions to existing language. ~~Strike-out~~ indicates material deleted by amendment; Underlining indicates material added by amendment.

PAT HIBAN
Group
of Keller Williams Realty
Crossroads



Mike Sloan

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Mike Sloan



RESUME

Pat was born at Georgetown Hospital and has been a Central Maryland resident since birth. He is a graduate of Wilde Lake High School and Frostburg Pat was born at Georgetown Hospital and has been a Central Maryland resident since birth. He is a graduate of Wilde Lake High School and Frostburg State University. He currently lives in Maple Lawn with his wife, Kim and black lab, Piper. Pat is an active runner, climber and practices Tae Kwon Do. In his free time he enjoys spending time with his family, writing, traveling, and mentoring inner city youth.

Pat is one of only a few residential Realtors® in the entire world to have a title of Billion Dollar Agent — having sold over one billion dollars in homes, one house at a time. Much of Pat's specialty is the foreclosure market with current clients that include Freddie Mac, Fannie Mae, HUD, and Wells Fargo.

Mike Sloan, a native of Howard County for over 30 years, is a Partner with the Pat Hiban Group. Mike lives in West Friendship with his wife, Christy and children, Molly, Will, and Reed. During the ten years Mike has been with the Pat Hiban Group, he has assisted hundreds of local families buy and sell their homes. Mike has sold well over \$100M worth of real estate in his career. He is a graduate of Oakland Mills High School and was a member of the 1990 state championship basketball team. Mike is a former Blue Hen from the University of Delaware and received his BS in Business Administration with a concentration in Finance in 1994.

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Mike Sloan

Experience / Qualifications

- Graduate of Frostburg University
- Billion Dollar Agent – Over \$1 Billion Dollars in Residential Home Sales
- #1 Team Agent Worldwide for Re/Max International 2004
- #1 Agent worldwide – Keller Williams Realty – 2006
- Top 5 Clients
 - o Fannie Mae
 - o Freddie Mac
 - o Wells Fargo
 - o HUD
 - o Specialized Asset Management
- Over 15 years' experience with REO property listings and sales
- Heavily funded expense account for quick and full payment of all contractors and utility companies
- Average Cash for Keys time = 19 days
- Average time on market for REO properties = 59 days
- 2 full time couriers on staff for instant photographs and property inspections
- Property advertising budget of well over 6 figures
- Multiple media outlets for advertising listings, including Postlets, MailChimp, and social media (over 1,800 Facebook followers)
- Over 6,000 families happily moved
- Graduate of the Chester Karras Negotiating Institute
- National speaker to Re/Max, Coldwell Banker, Keller Williams, Weichert, Long & Foster and Century 21
- Designations include: CRS, GRI, ABR and Broker

Member Affiliations

- RESNET Certified
- Equator PLATINUM Certified
- Member of the Elite REO Network (ERN) – an exclusive network of America's top REO agents
- "A" student on REO Best Practices and Advanced Evaluations by Real Estate Educate Default School
- National Association of Realtors
- Member Elite of Realtor Magazine's, "Top 100 Residential Salespeople" for 5 yrs in a row (2008-2013)
- MDList MLS
- Real Estate Link MLS

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Mike Sloan

Operations / Responsibilities

- Weekly Property Inspection service provided on Bank Properties
- Emergency repairs
- Timely Re-keys
- Accurate BPO's in 24 hours
- Bilingual (Spanish – English)
- Cash for Keys (90% success rate)
- Handling payments for utilities, HOA, contractors and others
- Expert eviction service provided
- Extensive construction and home repair background
- Expert in Property Preservation handling all phases
- Bi-Weekly Property Inspection service on Bank Properties

Personal Accomplishments

- REOs settled 2010 - 2015: 772
- In 2011 Pat published a book entitled "Six Steps to Seven Figures", which became a runaway hit on the New York Times and USA Today Bestseller Lists.

Servicing Areas

Specializing in the following counties: Anne Arundel, Baltimore, Baltimore City, Carroll, Howard, Harford, Montgomery, and Prince Georges

(List of All Zip Codes Covered)

21044 21042 21043 21044 21045 21046 21075 21404 21403 21401 21402 21405 20701 21012 21240 21225
21226 21228 21219 21222 21227 21250 20715 20716 20720 20732 20733 21046 21114 21032 21035 20751
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