

Corporate Overview



Founded in 2005, Tucson, Ariz. -based [Integra Group Real Estate LLC](#) is a real estate brokerage firm specializing in the marketing and sale of REO, HUD and distressed properties in Southern Arizona. Integra Group focuses on selling distressed properties to the Hispanic market of Southern Arizona, which is currently 49 percent of the demographic of this region.

Integra Group increases the overall quality and value of property listings for asset managers, mortgage lenders and government-sponsored enterprises (GSEs) by enhancing the management, maintenance, preservation, marketing and sale of their properties. Additionally, its proven process ensures adherence to FHA guidelines and reduces the days properties are on the market by an average of 20 to 30 percent.

The Integra Process is driven by the company's advanced back office technology that significantly enhances the traditional brokerage process. The approach provides clients with complete transparency including auditable trails of its property preservation efforts and client accessible up-to-date property photos, inspection logs and portfolios. The technology allows the Integra team to remain in compliance with client specific requirements, utilize fleet tracking units to verify weekly property visits and inspections as well as increase the volume of properties managed efficiently.

The company offers many services to financial institutions interested in preserving and selling distressed homes such as: ensuring due diligence and conducting research on each property; completing occupancy checks, property inspections and evaluation; posting government required notifications; providing relocation assistance and overseeing utility needs. Integra Group also provides property photos, tax records and broker price opinion (BPO) valuations, a full-service preservation team as well as marketing and sales assistance.

Integra's Close of Escrow follow-up system ensures contracts do not fall out of escrow by sending automatic email reminders of necessary steps to real estate agents. The company operates through paperless workflow systems with four backup servers and automatic archive capabilities. Clients also have access to an in-house locksmith, which enables the broker to immediately conduct occupancy and personal property verifications.

Integra Group's in-house technology was specially designed in two packages for REO and HUD properties to manage its database of more than 200 properties. The system flags property needs, automatically alerts brokers of deadlines and property notices, as well as provides a client specific property checklist to ensure all due diligence is completed. As a result of its proprietary technology and its highly mobile team the financial institutions Integra Group serves can remain up-to-date and operate in real-time.

Integra Group has established itself as a leading broker in Southern Arizona by working with four of the top 10 U.S. mortgage lenders. For more information about Integra Group, visit www.IntegraTucson.com.

For more information contact Sarah Lewis at 678-781-7209.

Fact Sheet

[Integra Group Real Estate LLC](#) is a real estate broker specializing in the management, marketing and sales of REO, HUD and distressed properties in Southern Arizona to the Hispanic community. The company's Integra Process combines enhanced professional management and automated technology to increase the value of homes and sell them quickly for asset managers, mortgage lenders and government-sponsored enterprises.

MEDIA CONTACT: Sarah Lewis, slewis@williammills.com or 678.781.7209

Founded: 2005

Headquarters: Tucson, Ariz.

Principals: Eric Lichtenheld, President
Ofelia Lichtenheld, Founder and Designated Broker

Website: <http://www.IntegraTucson.com>

Services:

- Comprehensive home preservation
- Occupancy checks, property inspections and evaluations
- Posting government required notifications
- Relocation assistance and overseeing utility needs
- Identifying contractors
- Marketing assistance
- Ensuring properties meet guidelines to qualify for FHA loans
- Automated reminders throughout the sales process to alert buyer's agents of important next steps
- Fleet tracking system to confirm maintenance work is completed

Additional Facts:

- Integra Group reduces the days a property is on the market an average of 20 to 30 percent
- Integra has a 98 percent cash for keys success rate.
- Currently works with four of the top 10 mortgage lenders in the United States
- Company is a minority/women owned real estate brokerage
- Financial institutions have full access to entire process through before-and-after property portfolios, photos and tax records that are accessible via the Internet through the proprietary Integra Process
- Bilingual advertising in English/Spanish

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