

Michael Hausam, CDRE®

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CURRICULUM VITAE

Michael Hausam is a certified Divorce Real Estate Expert handling the sale of real property in Family Law Cases. With industry experience reaching back over 30+ years, diligently focusing on the needs of clients is the foundation of his real estate business. Working from a comprehensive system developed over the years, which includes a recipe of very specific strategies for homebuyers and homesellers, his solitary goal is maximizing results in the timing that is right for the client. Having begun in the industry in the mortgage business right out of college, he now regularly appears in Coldwell Banker's Top 2% International rankings.

As an experienced professional, Mr. Hausam supplies a deep understanding of both the local real estate market and the unique requirements of divorce proceedings. He provides invaluable insights to divorcing parties and their attorneys, ensuring that decisions are made with complete knowledge of their options. His impartial stance and strategic approach to divorce-related real estate matters have made him an essential resource for clients facing complex decisions regarding their property.

Mr. Hausam has provided his expertise in numerous divorce cases and is equipped to handle both high- and low-conflict divorces.

EDUCATION

Bachelor of Arts, Economics <i>Westmont College</i> <ul style="list-style-type: none">• <i>Cum laude honors</i>• <i>Minors in English and Philosophy</i>	1991
Real Estate Salespersons License <i>Allied Real Estate</i>	2001
Real Estate Brokers License <i>Allied Real Estate</i>	2022

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CERTIFICATIONS

Certified Divorce Real Estate Expert (CDRE®)

Issued 3/2025

The Illumni Institute

- Orientation to the CDRE Program
- Intersection of Divorce & Real Estate
- Take the Stand (Voir Dire)
- Ethics
- Bias, Neutrality, & Communication
- Divorce Finance
- The Divorce Listing Process

Associate Broker License, CA Department of Real Estate

Issued 1/2023

- Expanded real estate transaction capability
- Extensive experience and more comprehensive testing required

B-General Contractors License, CA Contractors State Licensing Board

Issued 8/2005

- Able to manage and contract all building trades
- Residential and commercial designation

Salesperson License, CA Dept of RE

Issued 9/2001

- Represent a real estate brokerage in buying or selling transactions

PROFESSIONAL BACKGROUND

Associate Broker

10/2023 - current

Coldwell Banker Realty

- International President's Elite Award
- Top 2% International Business Ranking
- Representing home and commercial real estate buyers and sellers
- Establishing real estate price and market valuations
- Assist homebuyers and sellers throughout the real estate transaction process, providing guidance on selling and buying residential properties.
- Gather data from the MLS on sold and active properties, then use the information to create well-crafted Competitive Market Analysis for clients.

Michael Hausam, CDRE®

- Engaged in direct communication with buyers and sellers while managing and coordinating complete real estate transactions.
- Managed construction and renovation projects for home sellers doing upgrades and improvements prior to placing home on the market.
- Offer guidance to sellers on enhancing the appeal of their home for potential buyers.
- Prepared and review representation contracts, purchase agreements, and closing worksheets for the clients.

Realtor and Mortgage Broker 12/2016 - 10/2023

Vista Pacific Realty

- #1 Performing Realtor - 7 consecutive years
- #1 Performing Real Estate & Mortgage Team - 7 consecutive years

Founder and CEO 2003 - 2016

American Home Insulation

- Largest retro-fit insulation company in SoCal
- Managed a team of 35 full-time employees and work crews
- Primarily focused on adding attic and wall insulation to existing homes
- Added Sound and Acoustical specialization to contractors license

Founder and CEO 2001 - 2005

The Hausam Company

- Small business mergers & acquisitions advisory
- Assisted in buying/selling of sub-\$20,000,000 small businesses
- Provided business appraisal and valuation services

Business Center Manager 1997 - 2001

B/T Western Corporation

- Automotive manufacturers representation
- Client base was Mercedes Benz of North America, American Honda, Toyota Motor Sales, Nissan North America and Kia Motors

Founder and CEO 1994-1997

U.S. Financial Mortgage

- Mortgage banker and broker

Mortgage Loan Representative 1992-1994

Plaza Home Mortgage

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Mortgage Loan Representative 1991-1992
World Savings & Loan

Mortgage Loan Representative 1991
Ford Consumer Finance

MEMBERSHIPS

YEARS ACTIVE

National Association of Realtors	10
California Association of Realtors	10
Orange County Association of Realtors	10

TEACHING

- Created and taught “Mastering the Sale of a Home” for Vista Pacific Realty
- Created and taught “Mastering Contracts” for Vista Pacific Realty
- Created and taught “How to Help Your Client Find and Buy the Right Home” for Vista Pacific Realty
- Created and led Vista Pacific Realty’s Mentor Program

CONTINUING EDUCATION

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|---|------|
| ● Fair Lending & RESPA | 2023 |
| ● State & Federal Laws and Regulations | 2023 |
| ● Ethics | 2023 |
| ● Affordable Housing | 2022 |
| ● CORE Principles of Advanced Real Estate | 2022 |
| ● Ethics | 2022 |
| ● Real Estate Finance | 2022 |
| ● Legal Aspects of Real Estate | 2022 |
| ● Ethics | 2021 |
| ● Appraisal Concepts | 2021 |
| ● CA State Real Estate Law | 2021 |
| ● Real Estate Settlement Procedures Act | 2021 |
| ● Trust Funds | 2020 |
| ● Green Real Estate | 2020 |
| ● Risk Management | 2020 |
| ● Ethics & Broker Management | 2020 |

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- Protecting Your Clients 2020
- Disclosure Obligations 2020
- Agency 2020
- Probate 2020

CASE STUDIES

- Start with Understanding - Biases and neutrality 2024
- Communicate Results - Avoiding landmines and triggers 2024
- Buyout Vs Sale - Implications of equity and qualifications 2024
- Retail Vs Divorce Listings - In-spouse and out-spouse complications 2024