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Wilson & Associates: Not Just for REO Closings Anymore



by *Ethan C. Nobles*

Wilson & Associates, a firm representing REALTORS® in both Arkansas and Tennessee, has contributed \$4,000 to the Arkansas REALTORS® Association convention this year as a way to both thank agents and let them know they offer a wide array of services.

The Arkansas REALTORS® Association will hold its 83rd Annual Convention and Trade Show on September 20–22 at the Peabody in Memphis. The goal this year is for 800 REALTORS® in the state to attend and Wilson & Associates official hope they'll be able to tell those attending the conference what they have to offer.

Jennifer Wilson-Harvey, chief operating officer of the Little Rock-based law firm, said Wilson & Associates has been called on through the years to help close real estate owned (REO) transactions. An REO is a property that goes back to a mortgage company after an unsuccessful auction.

Wilson-Harvey said an REO closing is difficult and her firm has established a reputation throughout Arkansas and Tennessee for being the one to call for completing one of those transactions. But, she said Wilson & Associates has a lot more to offer to REALTORS®.

"You've seen us. You've been exposed to us as REO closers," Wilson-Harvey said. "Take another look at us for other transactions. "If we can handle the tough (REO) closings, we can certainly handle the local ones."

Wilson-Harvey said her firm offers a full array of services including residential and commercial closings, refinancing, title work and 1031 exchanges—the transfer of equity in a rental property into another investment.

She said the size of the firm enables it to offer a wide array of services at reasonable rates.

"We offer the high-quality services of a law firm at non-law firm rates," Wilson-Harvey said.

Wilson & Associates has about 290 employees and 240 of them are in Arkansas at offices in Fayetteville, Little Rock and Newport. Randy Bueter, a partner at Wilson & Associates, said the firm will send employees throughout the state to wherever they're needed.

He said Wilson & Associates prides itself on service and won't hesitate to send employees to closings at locations across Arkansas and is flexible on scheduling—if all parties to a transaction can't find time in their schedules during office hours, other arrangements can be made.

Bueter said Wilson & Associates made the decision to sign up as a convention sponsor out of gratitude to REALTORS® for their

business through the years and in hopes of getting the word out about what they have to offer the real estate community.

"It's time to take it to the next level," he said. "We just want to develop a closer relationship with REALTORS®." ★



Mike Ford, Co-Chair of ARA's Convention Committee; Karen Crowson, ARA President; Jennifer Wilson-Harvey, Wilson & Associates Chief Operating Officer; Randy Bueter, Wilson & Associates Partner; and Jason Roberts, Wilson & Associates Regional Marketing Director; discuss the details of the upcoming ARA Convention in Memphis. Wilson & Associates has signed on as a convention sponsor with a donation of \$4,000.



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