

TERRELL E. WALLS
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Profile

Results-driven real estate professional with 28 years of experience in sales, leadership, and community engagement. Proven track record of leading teams to achieve sales goals and exceed client expectations. Skilled governmental affairs liaison with strong ties to local policy and community development. Active in faith-based initiatives, leveraging communication and leadership abilities to build relationships and foster community growth. Known for integrity, strategic vision, and a deep commitment to client service and advocacy.

Work Experience

Kingdom Real Estate School

12/22 to Present

President/Educator

- Facilitate pre-licensure courses to Missouri Salesperson candidates
- Facilitate pre-licensure courses to Missouri Broker candidates
- Facilitate continuing education courses for Missouri and Kansas licensed real estate professionals

Walls Real Estate Company

9/97 to Present

Real Estate Broker/Property Manager

- Coordinate all aspects of Real Estate transactions on behalf of buyers and sellers of commercial and residential real estate properties throughout the metropolitan KC area
- Develop strategic comparative marketing analysis
- Manage both residential and commercial properties
- Schedule maintenance and repairs, negotiate with utility companies, contractors and vendors
- Regularly inspect property and quickly resolve emergency maintenance issues
- Maintain property operations financial records and create monthly property owners' financial reports
- Provide timely reports to property owners on vacancies, tenants, financial issues, physical conditions
- Conduct comprehensive property inspections for existing homes and new construction projects

Raytown School District

7/08 – 8/17

Residency Security Investigator

- Collaborated with district staff and community agencies for the purpose of investigating fraudulent behavior associated with residency of patrons who are seeking education of their children in the Raytown School District (RSD)
- Worked autonomously to effectively and efficiently complete residency investigations as evidenced by:
 - Maintenance of residency investigations files and records for the purpose of ensuring the availability of documentation and compliance with state and federal guidelines.
 - Creation of file(s) and transferring of the case to the Director of Administrative Services' secretary for placement in a queue
 - Analysis of investigative data to support the investigation: Deeds, Contracts for Deeds, Mortgage Instruments, Lease Agreements, Legal Descriptions, Court/County Records, Gathering pertinent documentation from parents, utility companies, landlords, etc., Face to face, phone, e-mail communication with individuals
 - Determine investigation methodology dependent on the data analyzed
 - Compile completed case documentation
 - Report findings, disposition, request multidisciplinary input, and/or recommendation of proceedings

- Communicated residency requirements and enforcement procedures to students, patrons, and district staff to ensure their understanding of such information and potential consequences of violations
- Conducted emergency investigations of reports of suspicious activity in or around district properties, bus stops; generated written reports and presented to Director of Administrative Services
- Attended neighboring districts board meetings when concerns arose that might affect the RSD
- Reviewed news publications to stay abreast of any governmental changes/updates
- Maintained knowledge of Homeless/Foster Care/Legal Guardianship procedures
- Liaised with appropriate entities regarding the status and circumstances of homeless family or foster child
- Established and maintained ongoing support of all RSD buildings and staff
- Provided onsite support of RSD enrollment process: maintaining an efficient and orderly process during enrollment, reviewing/verifying completed enrollment documentation, building rapport with support team and families during the enrollment process, and providing service recovery efforts for family concerns
- Administered subject-specific assessments and tests to assess the students' competencies level
- Advised parents and/or legal guardians of student progress in career and/or technical area for the purpose of communicating expectations; student's achievements; developing methods for improvement and/or reinforcing classroom goals in the home environment.
- Assessed student progress towards objectives, expectations, and/or goals (e.g. business knowledge, career skills, technical skills, etc.) for the purpose of providing feedback to students, parents and administration.
- Collaborated with instructional staff, other school personnel, parents and a variety of community resources for the purpose of improving the overall quality of student outcomes, achieving established classroom objectives in support of the school improvement plan.

Education/Training

BA, Political Science - Grambling State University	12/88
Certificate - Career Education Systems - Real Estate Broker License	09/96
Certificate - Realtor Institute - Graduate of Realtor Institute - GRI Designation	06/04
Certificate - Prime for Life - Certified Prime for Life Facilitator	10/08
Certificate -- Turner Construction-Construction Management	07/09
Certificate -- New Home Construction Management-Kansas City Homebuilder's Association	09/12

Computer Skills

Proficient in all MS Office, Internet-based, general office system equipment and programs

Charity, Community and Volunteer Participation

- Conduct series of FREE Community "IT'S TIME" HOMEBUYING SEMINARS:
 - Wealth Through Home Ownership
 - Learn the Steps to Purchasing Your Own Home

- Aid for Veterans/Military Families & First Time Home Buyers
- Credit Reports and Credit Analysis
- Credit Repair Assistance
- FHA Loans
- Closing Costs
- Title Search and Title Insurance
- Home Inspections
- Member of KCRAR Diversity, Equity and Inclusion Committee
- Member of Missouri Realtors Association
- Local Board President of the Greater Kansas City Association of Real Estate Brokers, a NAREB affiliate
 - Secured partnership with the City Council for the development of Land Bank owned property
 - Selected by the City of Kansas City, Missouri to facilitate the KC First Home Employee Homeownership Program
 - Instituted Chicken, Waffles & Credit Homebuyer Education Initiative
- Immediate Past Region XI Vice President for the National Association of Real Estate Brokers, Inc. (NAREB)

References

Available upon request