

QUALIFICATIONS

Full-Time Real Estate Broker in Massachusetts and New Hampshire since 1982. MA Unrestricted Construction Supervisor License. Highly effective business systems and solutions offering a superior level of client and customer service; strong communication and negotiation skills, a vast knowledge and experience of real estate related contracts, a strong referral base, an extended marketing territory and expertise in all types of real estate including residential, new construction and land development.

PROFESSIONAL EXPERIENCE

Realty One Group-NEST, 190 State Street, Newburyport, Massachusetts Broker Associate	June 2023
RE/MAX On The River, Newburyport, Massachusetts Broker Associate	1999 – 2023
Jarvis Real Estate, West Newbury, Massachusetts Broker Associate – Manager	1982 – 1999

- Provide leadership and mentoring to sales associates by demonstrating a caliber of professionalism and ethical dealings
- Monitor changes in the marketplace through statistical data and continuing education; consistently communicating changes in market conditions to clients & customers
- Maximize marketing presence through our Company Web Site, Personal Web Site, Realtor.com, Facebook, Boston.com, Zillow.com, Homes.com, Trulia.com, and other various Web and Print Advertisers
- Maintain marketing standards in showcasing properties and preparing promotional materials

Accomplishments:

- Exceeded the Platinum Club designation – 18 years in the RE/MAX New England Region
- In 2003, ranked #19 in the RE/MAX New England Region for gross commissions
- In 2004, inducted into the RE/MAX Hall of Fame
- In 2006, the first half of the year ending June 30, 2006, ranked #1 in Massachusetts and #2 in the RE/MAX New England Region (4,008 Brokers & Sales Associates)
- In 2010, Received the RE/MAX Lifetime Achievement Award, an award presented to a Broker Associate who has been affiliated with RE/MAX at least seven years and has helped over 1,000 families buy and sell real estate. Only a very small percentage of Broker Associates have received this award since the company was founded in 1973.
- In 2017, ranked #14 in RE/MAX New England Region for gross commissions – Chairman’s Club
- In 2019, Chairman’s Club

Accomplishments:

- Managed 8 Brokers / Sales Associates / Managed Independent Real Estate Office – 17 Years
- Licensed Broker Associate in Massachusetts and New Hampshire

REO EXPERIENCE

- 1989 – 1992 – BPOs, Property Management, Winterizing, Re-Construction / Repairs, Coordinating Sub-Contractors, from property acquisition through foreclosure or deed in lieu to re-sale
- 1992 – 2010 – Current & Past Clients Include: Salem Five Mortgage Co., LLC, Cendant, Sirva, Dime Savings Bank, Peoples Heritage Bank, Family Bank, Haverhill Cooperative Bank, Bank of New England, Provident Bank, Pentucket Bank, Newburyport 5 Savings Bank, Service Link L.P. and Asset Link L. P.. Personal references available upon request.

REAL ESTATE EDUCATION

LEE INSTITUTE, Brookline, Massachusetts
Real Estate Principles and Practices, 1982
