

Richard F. Martel, Jr.
Broker Associate
Managing Partner – Win-Win Home Sales Team
Prudential Zack Shore Properties
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Objective:

To build relationships based on trust and respect with all clients who will value my experience, education, work ethic, marketing and negotiating skills while achieving their real estate goals.

Education:

- Red Bank Catholic High School, Red Bank, New Jersey – Class of 1986
- LaSalle University, Philadelphia, Pennsylvania – Class of 1990, Dual Major: Marketing and Finance
- South Jersey Professional School of Business, Berlin, New Jersey – 1991
Satisfied all requirements and acquired New Jersey Real Estate Salesperson's License
- Ocean School of Real Estate, Brick, New Jersey – 1993,
Satisfied all requirements and acquired New Jersey Real Estate Broker's License

Credentials:

- Broker Associate
- Fine Homes International Specialist
- Certified New Homes Specialist
- Sales and Marketing Trainer for Prudential Zack Shore Properties
- Sales and Marketing Trainer for Monmouth County Board of Realtors

Experience and Track Record:

- Top Agents for Prudential Zack Shore Properties, Monmouth County 2009 , 2010
- 2010 Prudential Chairman's Circle Gold Award
- 2010 NJAR Circle of Excellence Award - Bronze
- 2009 Prudential President's Circle Award
- 2009- 2010 Broker Associate with Prudential Zack Shore Properties & managing partner of The Win-Win Home Sales Team.
- 2006 – 2008: General Sales Manager of Prudential Zack Shore Properties. Oversaw 10 sales offices, managers and 180 sales associates.
- 2003 – 2005: Broker Owner and Managing Partner of Prudential Premier Properties in Monmouth County. Directed and ran all aspects of the company. Sales volume ranged from \$80,000,000 to \$225,000,000 per year. Company was merged with Prudential Zack Shore Properties in 2006.
- 1998 – 2002: Broker Manager for national real estate company, responsibilities were managing 2 offices in neighboring markets. On average the 2 offices closed over 700 properties per year with a sales volume averaging over \$340,000,000.
- 1997: Broker Associate with \$8,635,000 in closed sales volume, properties priced from \$71,000 to \$625,000
- 1996: Broker Associate with \$7,155,000 in closed sales volume, properties priced from \$56,000 to \$345,000
- 1995: Broker Associate with \$3,468,000 in closed sales volume, properties priced from \$60,000 to \$395,000
- 1994: Broker Associate with \$3,810,000 in closed sales volume, properties priced from \$82,000 to \$310,000
- 1993: Sales Associate with \$2,684,000 in closed sales volume, properties priced from \$106,000 to \$230,000
- 1991-92 Sales Associate with \$1,800,000 in closed sales volume, properties priced from \$27,000 to \$205,000

Personal:

Lifetime Monmouth County resident, property owner in Oceanport, Ocean Township, Red Bank, and Tinton Falls. Married with two daughters. Avid golfer and fisherman. Parishioner at St. Mary's Church. Enjoys landscape design & yard care. Favorite reading: David Halberstam novels, National Geographic, biographies of athletes and musicians.

References available upon request