

**Richard F. Martel, Jr.**  
**Broker Associate**  
**Managing Partner – Win-Win Home Sales Team**  
**Prudential Zack Shore Properties**  
**105 East River Road, Rumson, NJ 07760**  
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**Website: [www.winwinhome.com](http://www.winwinhome.com)**

**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:**

- 2009- Prudential President's Circle Award, Top Agents for Prudential Zack Shore Properties Monmouth County Offices in 2009, Broker Associate with Prudential Zack Shore Properties and 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 and yard care.

Favorite readings: David Halberstam novels, National Geographic, biographies of athletes and musicians.