

Mark Dickinson

Broker Associate

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QUALIFICATIONS

Full-Time Real Estate Broker in Massachusetts and New Hampshire for 26 years; highly effective business systems and solutions offering a superior level of client and customer service; strong communication and negotiation skills, a vast knowledge of real estate related contracts, a strong referral base, an extended marketing territory and expertise in all types of real estate including construction and property management.

PROFESSIONAL EXPERIENCE

RE/MAX On The River, Newburyport, Massachusetts 1999 – Present
Broker Associate

- 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
- Extend to clients and customers the highest level of professional service
- Maximize marketing presence through our Personal Web Site, Realtor.com, Signs, Boston.com, Craigs List and other various Print and Web Advertisers
- Maintain marketing standards in showcasing properties and preparing promotional materials

Accomplishments:

- Exceeded the Platinum Club designation – 7 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)

Jarvis Real Estate, West Newbury, Massachusetts 1982 – 1999
Broker Associate – Manager

Accomplishments:

- Managed 8 Brokers / Sales Associates
- Managed Independent Real Estate Office – 14 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
- 1982 – 1983 – BPOs, Property Management, Winterizing, Re-Construction / Repairs, Coordinating Sub-Contractors, from property acquisition through foreclosure or deed in lieu to re-sale
- 2007 – 2009 – 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, Institution For Savings, 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

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