

ERNESTO "ERNIE" MARTINEZ

SUMMARY

Successful Real Estate Agent with proven closing rate above 95%. Applies strategic marketing resources to increase sales. Works great with other agents to close properties and network within community. Specializes in high-income residential and small commercial properties.

Expert Realtor dedicated to giving clients first-class professional service and honest advice, enabling sound financial decision-making in sale and purchase of real estate. Driven and energetic Realtor with over 11 years experience in real estate. Highly skilled at building excellent working relationships with other real estate agents, lenders, appraisers, title companies, surveyors and attorneys.

Client-oriented Realtor experienced in building relationships, cultivating partnerships, retaining top accounts and growing profit channels. Multi-tasking and self-motivated leader with expertise in expanding network connections, persuasively introducing new and used homes and revealing customer needs to deliver solutions.

DRE #01957648

EXPERIENCE

Realtor, 01/2013 - PRESENT

Century 21 Real Estate Alliance - San Jose, CA

- Managed real estate transactions from initiation to closing.
- Scheduled home viewings with potential buyers.
- Generated list of properties to meet specific client needs.
- Researched and determined competitive market price.
- Represented buyers and sellers in major real estate transactions.
- Communicated with inspectors, lenders and pest control companies to maintain all terms of purchase agreement.
- Facilitated closing process on behalf of clients and reviewed all parts of contracts to resolve issues prior to closing.
- Promoted sales through advertising, open houses and Multiple Listing Services.
- Assisted homeowners with relocation and moving services after sale of each home.
- Added value to listing services by providing clients with remodeling services or trusted vendor referrals prior to listing in order to achieve the highest sale value possible.



CONTACT

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SKILLS

- National Association of Realtors
- CA licensed real estate agent
- Bi-lingual (English, Español)
- Listing Specialist
- Relocation Expert
- VA Specialist
- Negotiations expert
- Short Sale Foreclosure Resource (SFR)
- Court appointed mediation
- Divorce and Court Order Sales Specialist
- Probate Sale Expert
- Trust Sale Expert
- First time buyer specialist
- Experienced buyers' agent
- Negotiations expert
- New home salesmanship
- Commercial properties specialist
- Client management and Fiduciary Duties
- Accountable and ethical
- Digital marketing

Real Estate Agent, 01/2014 - Current

Intero Silicon Valley - San Jose, CA

- Listing Specialist - Promoted property sales through advertisements, open houses, networking, brochures, ads and multiple listing services to maximize exposure.
- Showed residential properties and explained features, value and benefits of available homes.
- Managed sales pipeline by actively following up with prospects and hot leads.
- Coordinated appointments with prospective buyers to showcase houses and plots.
- Advised prospective clients on current market activities and optimal buying or selling choices.
- Maintained current and accurate CRM database of prospective customers.
- Generated lists of properties compatible with buyers' needs and financial resources.
- Facilitated real estate purchases by reviewing listings, accompanying clients to properties and communicating sale conditions.
- Acquired new customers, counseled clients and identified selling or purchasing needs to deliver relevant real estate investments.
- Maintained high referral rates and exceptional feedback from previous clients.
- Increased customer satisfaction ratings by addressing issues effectively for speedy resolution.
- Applied negotiation and relationship-building skills to increase residential sales YOY (Year Over Year).
- Managed real estate transactions from initiation to closing.
- Represented buyers and sellers in major real estate transactions.
- Communicated with inspectors, lenders and pest control companies to maintain all terms of purchase agreement.

- Tech-savvy
- Experienced entrepreneur
- Excellent communicator
- Highly professional
- Expert Advice with Construction or Remodeling Processes

WEBSITES, PORTFOLIOS, PROFILES

www.erniesellshomes.com

YouTube: <https://rb.gy/g3u5sh>

www.instagram.com/intero.ernie/

EDUCATION AND TRAINING

Some College (No Degree), Math And Business, 1996

Mission College - Los Angeles, CA

Certificate, Electrical, 1998

HBI Electrical School

Graduate, Electrical, 2002

Apprenticeship

Certificate, Safety And Leadership, 2003

OSHA

Certificate, Construction Management And Communication Skills,
2003

Independent

Certificate, Leadership And Communication Workshops, 2008

John Maxwell

ACCOMPLISHMENTS

- Top Agent at Intero Silicon Valley branch of San Jose, CA
 - Generated over \$10M in 2020, substantially exceeding expectations and average sales for the area.
 - Intero Silicon Valley's Top Producer in 2018, 2019, and 2020.
 - Specialist in listing homes.
 - Exceeded listing price goals by an average of 12%.
 - Consistently maintained high customer satisfaction ratings.
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ACTIVITIES AND HONORS

- CA Licensed Real Estate Agent
- Member, Santa Clara County Association of Realtors, 2013-Present
- Member, National Association of Realtors
- Volunteer, SPCA 2016-Present
- Volunteer, Yerba Buena High School, San Jose, CA, Assistant Coach and Sponsor of Baseball, 2014-2020
- Volunteer and Sponsor, Moya Art Studio, Gilroy, CA 2017-Present
- Director and Member, Coyote Creek HOA 2015-Present
- Featured: Univision, San Jose Mercury News, El Avisador, YouTube, Wall Street Journal