

### Professional Summary

Broker Owner of Adolphi Real Estate with 34 years of real estate experience. Independent contractor/listing broker for HUD and various REO entities. I am disciplined, structured, and call everyone back in 1 second to 24 hours. We also give Ritz Carlton extreme customer service under the instruction of a business strategic coach.

- U.S. Navy Veteran — 1981 - 1985
- Certified Veteran Owned Small Business — 2017- Present
- Author of HUD Home Buying Secrets published 2010
- Interviewed by Yahoo Financial News — July 2013
- Created 1,000+ Youtube property tours — 2009 - Present
- Speaker & elder at his place of worship — 1993 - Present
- Completed the 365 day burpee challenge at age 52

### Real Estate History: 1986 - Present

- Licensed Real Estate Agent 1986-1996
- Licensed Real Estate Broker Associate 1996-1998
- Licensed Broker and Owner of Adolphi Real Estate, Inc. 1998 - Present

### Feats of Strength and Superpower:

- Ranked as high as #4 of 2,300 realtors in gross volume sales the Syracuse MLS. “*Yawn*”
- Has sold as much as 60% of all HUD properties in Central NY “*ZZZZzzzzz*”
- Personally sold over 346 homes in 2017. “*Ok you woke me up*”
- #2 of 6,000 agents in total units sold in the Buffalo, Rochester and Syracuse MLS’s combined. “*Really!?*”
- Shot over 1,100 YouTube property tours since 2009. “*Ok, You’ve got my attention now!*”

### Residential Experience

Listed and sold properties from \$10,000 foreclosures right up to \$900,000 homes and looking to enter the Million(s) dollar home market and beyond. With our amazing field team, office staff, comprehensive marketing and systems, we can list, manage and market over a 100 properties at a time and still call you back within 24 hours and make you feel very special. We have sold in NYC, Buffalo, Binghamton, the Adirondacks and all of Central N.Y.

### Commercial Experience

Over 25 years of experience listing and selling commercial properties including: 34 and 18 unit Apartment complexes, Industrial buildings, Churches, Car Washes, Auto Repair facilities and Vacant land. You name it, we’ve marketed it.

### Education

Graduated North Syracuse High School, North Syracuse, NY in 1979. “That’s right, **N.S.** - Northmen Rule!!”

### Skills

Videography, internet marketing, ventriloquism and public speaking.

**Teaching** - Instructor of homebuyer and investor classes plus regularly trains Central NY real estate agents on the different aspects of buying and selling government owned homes.