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Written by:

Marty Gale

Associate Broker, Branch Broker, e-Pro, CRB Candidate, ABR, CREA

RE/MAX Metro Realty.

Salt Lake City, Park City, Utah

1) How long have you been licensed to practice real estate in the State of Utah?

I was licensed in the early part of 1986. The Second year I sold over \$3 Million in real estate. The 3rd year after I passed the state exam for Brokers and became licensed as a Broker. I ran a my own Brokerage for over 12 years 5 years as RE/MAX Metro.

2) What did you do before, and why did you get into real estate?

After college I worked for two years in Manufactured Housing, Sales, mortgage, warranty, design, decoration, and marketing. I also owned a Building Company for 5 years. My Company built and designed custom homes. We entered 2 homes in a Parade of Homes home show in 1993 and won several awards. In 1994 we won Governors award for best Interior Design along with 27 other awards, for excellent craftsmanship.

3) Are you full-time?

Yes. I've always practiced real estate full time from the beginning. I can't imagine how anyone can be successful in a profession that requires so much attention to detail. There are too many changes in our industry to deep up with on a part-time basis.

4) Are you a member of Multiple Listing Service?

Yes, in fact I have a membership in 4 Areas. I Belong to The Salt Lake Board of Realtors, The Park City Board of Realtors, and The Wasatch Front Multiple Listing Service, The Utah Board of Realtors and The National Board of Realtors.

5) Are you a member of the local Association of Realtors?

Yes. Since I began my association with RE/MAX I have and taking

advantage of the seminars, advanced "real estate specific" education, and professional certifications has been a great way to help me sharpen my skills and increase my effectiveness.

6) Besides the required hours of continuing education every 2 years, what have you done to make you better at helping me buy or sell?

For starters, the minimum requirements just don't give a person enough to make him/her really good at anything - certainly not in real estate.

I'm aggressive- about bettering my skills and effectiveness in my chosen profession. I am an Associate Broker and a Graduate of the Realtor's Institute (GRI) I am e-Pro certified, Graduate of the National Association of Real Estate Appraisers (CREA), and Graduate of the Accredited Buyers Agent Course (Real Estate Buyers Agent)(ABR). Passed the General Contractors Licensing Exam for Utah(B-10) . It won't be long before I have earned the additional designation of Certified Residential Specialist (CRS) and the (Certified Broker Manager) (CRB) Designation. Each of these, combined with plenty of successful hands-on experience, helps me to keep a finger on the pulse of the market and represent my client more expertly in each transaction.

One of my "hobbies & interests" is reading. I read up on business in general and try to stay on top of new, better ways to conduct business - such as with email, the Internet, computer telephony, sales & marketing strategies, etc.

Most importantly, however, is that I have done a lot of work in pricing and I enjoy it. While I am always a student of the best ways to negotiate and determine the best pricing strategies, this area is the most interesting and have a natural affinity for it.

7) How many homes have you helped buyers actually buy over the last few years

I've represented around 50 buyers in the last two years. Each of the buyers and their individual circumstances were not only interesting and fun but also educational.

While I haven't seen everything yet, I earn more each year.

8) How many homes have you actually listed for sale over the last few years?

I Sell a Home every week or so. About two thirds are my listings I sell and one third are buyers I work with. That means I sell between 30 to 70 homes each year.

9) What makes you qualified to counsel me on pricing my purchase or my sale?

My answers to the first 8 questions describes in detail why I believe I can do a very good job for you. The many client testimonials should confirm my commitment to you. To give you the very best service available, and negotiate the best possible price and terms for you!

10) How often, and by what means, will I be communicating with you?

I am capable and willing to communicate with you by any means you choose. Sometimes we must meet in person such as when you're viewing homes or when I'm preparing to list your home for sale. If you want to pick up lists of homes at my office or if you want me to email or fax updates to you. I'm prepared either way. Phone, cell phone, voice mail, fax, email, courier, hand delivery, and in person communication all works well for me.

What I promise, though, is to make myself very accessible and to keep you fully informed of the status of your transaction every step of the way.