

## **Raymond J. Martin, Jr.**

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### **Real Estate Broker & Property Management Expert**

**Real Estate Developer • Real Estate Investor • Landlord Services • Entrepreneur • Community Leader**

#### ***Professional Profile***

A real estate developer, broker, and property management professional with the expertise and wisdom coming from a career-long commitment to the field. Offering an extensive portfolio of contacts within all real estate and building trades specialties. Sales and property development work ranges from high-rise luxury residential properties to retail, office, industrial, other commercial and mixed-use developments as well as single, two-family, and multi-family residences. Skilled at navigating governmental and regulatory issues and developing productive, professional, and profitable relationships with all stakeholders.

#### ***Core Professional Competencies***

##### **Real Estate Investments & Sales**

Commercial Real Estate Brokerage | Investment Analysis | Sales & Leasing | Contract Negotiations  
Cash Flow Analysis | Risk Management | Lease/Own Analysis | Marketing Strategies | Tenant Representation  
1031 Exchange Consulting | Luxury High-Rise Sales

##### **Property Management & Landlord Services**

Commercial Properties Management: Shopping Centers, Office Buildings, Mixed-Use, Apartments & Single/Multi-Family Residential | Tenant Selection | Lease Negotiation & Preparation | Collections Maintenance & Repair Vendor Management | Eviction Processing

##### **Entrepreneurism & Leadership**

Strategic Visioning | Retail Concept Development | Purchasing | Pricing | Negotiating | Merchandising Sales Programs | Profit & Loss Management | Team Leadership | Team Building | Community Engagement

#### ***Business Entities Portfolio***

**The Martin Agency:** Commercial Real Estate Sales & Leasing Brokerage

**Anderson Station Depot:** Management Interest in this 400K+ Sq. Ft. Retail Shopping Center

**Watchdog Properties:** Real Estate Management & Landlord Services Company

**Blue Wolf Contracting:** Full-Scope Construction, Maintenance, Restoration, and Rehabilitation Services

#### ***Career Experience, Milestones & Accomplishments***

As a business owner, operator and entrepreneur, created multiple new businesses and accelerated the growth of a family-owned business, realizing a five-fold increase in sales and the creation of a scalable specialty retail business with broad appeal within its niche.

2011 – Present **Blue Wolf Contracting**

Founded this contracting company to provide property assurance and property preservation services. Clients: US Dept. of Justice, US Secret Services, banks and other entities as well as individual property owners.

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2009 – Present **The Martin Agency**

Merged operations of Martin-Caselli Real Estate upon the retirement of Mr. Caselli, expanding the capabilities, services, and team to better serve the needs of commercial real estate clients in Southwest Connecticut, the wider Connecticut market, and into markets in New York, Rhode Island, South Carolina, South Florida/Miami and other areas.

- Expanded team to 10 real estate professionals.
- Issued security clearance to manage seized properties for US Treasury Department & US Secret Service.

1998 – 2009 **Martin Real Estate**

Founded this company upon earning Real Estate Broker license. Engaged in extensive commercial and investment residential property transactions.

- Entered into strategic relationship with **TUI Lifestyle** to stage luxury residential high-rise properties in three-tower development in the Brickell neighborhood of Miami. Efforts to package customization options facilitated sell-out of all three towers.
- Provided marketing consulting services to **Related Properties** in Miami, FL.

1996 – Present **Licensed Real Estate Sales Agent & Broker**

Earned license to facilitate real estate transactions for personal portfolio.

1994 – Present **Watchdog Properties**

Founded this property management and landlord services company to service self-owned properties and to leverage vendor relationships and industry knowledge to assist other property owners and landlords. Services expanded to include tenant selection, lease negotiations, rent collections, evictions processing, and landlord anonymity assurance.

- Expanded services and client base to include dozens of properties managed.
- Manage properties in five states: Alaska, Connecticut, Florida, New York, and So. Carolina.

1994 – Present **Personal Real Estate Investments & Management**

Began investing in commercial and residential real estate for personal portfolio. Developed extensive knowledge of real estate industry through hands-on property evaluations, investment decisions, buy/sell/lease decisions, and all other management considerations.

**Licensure**

Real Estate Broker: Connecticut, New York, Rhode Island, Georgia & Florida

HUD Broker: Connecticut & New York

Home Improvement Contractor: Connecticut

Lead Remediation: RRP Certified

## **Education**

Bachelor of Science, Business Administration | University of Bridgeport | Bridgeport, CT

Bachelor of Science, Finance | Florida International University| Miami, FL

## **Community Engagement & Service**

| Teacher & Advisor, Outdoors & Sporting Topics: Boy Scouts of America (2007-2011) | | Trainer: United States Police Canine Association (1997- 2013)

| Sponsor: Stratford Police Athletic League & Police Explorers | Fund Raising: Women's Center (Melbourne, FL) | Autism Awareness | Friends of The New Haven Animal Shelter| Squared UP – helping end homelessness | Ortiz Boxing Gym| Andy Martin Music Foundation