

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

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### **Executive Biography**

Raymond Martin has invested nearly his entire career into the commercial real estate industry, with special emphasis on development, property management, landlord services and related business activities. As a licensed Real Estate Broker in Connecticut, New York, Rhode Island, Georgia and Florida, and as owner of several real estate services businesses – including the flagship organization of The Martin Agency – Mr. Martin has developed deep expertise in every aspect of the industry and boasts a portfolio of numerous construction, rehabilitation, marketing, and commercial property management successes.

Mr. Martin began his career in his family's convenience store at the age of 12 years old, where he developed a relentless work ethic and understanding the value of time and money. He knew by the age of 18 that he wanted to invest in real estate and started purchasing properties for his portfolio at a young age. He continued to invest in, rehabilitate, lease, and resell these properties and developed strong analytical skills to evaluate cash flows, return on investments, and other real estate calculations. He also attended and earned a Bachelor's Degree in Business Administration from the University of Bridgeport, and Bachelor's Degree in Finance from Florida International University

As a property owner who now had to execute leases, collect rents, and manage the finances of his growing portfolio, Mr. Martin identified an opportunity to leverage his knowledge of property management and landlord services functions, as well as his relationships with contractors, to offer these services to others. With this insight, Watchdog Properties was launched and continues to offer comprehensive management solutions to his commercial and investment properties.

In 1996, Mr. Martin obtained his Connecticut Real Estate Sales Agent license, soon followed by his Broker's license. With license in hand, he founded Martin Real Estate in 1998. Mr. Martin expanded his area of operations and was soon doing business in multiple states: Connecticut, New York, Georgia, Rhode Island, and Florida, where he is licensed as a Broker, and in property investment, marketing, and management activities in Alaska and North Carolina. While Mr. Martin continued to build the business on commercial and investment properties sales, leasing and management, he also entered into other professional alliances. These include marketing and property staging activities with TUI Lifestyle in the upscale Brickell neighborhood of Miami, Florida – and with Related Properties in the same city.

Martin-Caselli Real Estate was founded upon the retirement of Mr. Caselli in 2009. Since then it has continued to grow its services and staff to meet the needs and capitalize on the opportunities of the commercial real estate market in Fairfield and New Haven Counties, the wider Connecticut market, and areas in the other states where the company is licensed to do business. Throughout this time, Mr. Martin has been successful at attracting and retaining national commercial tenants – including high-profile retailers – to the properties he has marketed, manages, and owns. His ability to analyze client needs and preferences, proposed tenant qualifications and requirements, and all financial

considerations of potential deals has made him successful at bringing tenants, landlords, and communities into agreements that benefit all stakeholders.

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### **Raymond J. Martin, Jr. – Executive Biography (Continued)**

More recently, Mr. Martin launched Blue Wolf Contracting, a property assurance and preservation company that has serviced the US Department of Justice, US Secret Service, banks and other entities. The company actively manages seized and foreclosed properties to preserve and prepare them for sale.

In addition to all of these activities, Mr. Martin is an active member of the community. He is extremely active in the town of Eaton where he serves as Chairman of Planning & Zoning, Vice Chairman of the Town Committee, and a member of the Nominating Committee. He also serves the Boy Scouts of America, to which he offers his expertise as an outdoorsman and sportsman. Additionally he is a contributor to the board at The Center For Family Justice Safe House and is working on building a new safe house for victims of domestic violence. Earlier in his career, he was a certified K-9 police dog trainer. He trained dozens of dogs across the united states for service and advises local Connecticut K-9 units to this day.

Recreationally Mr. Martin is an avid outdoorsman. Fishing, hunting and camping with two sons occupy any free time he has.

Looking forward, Mr. Martin will continue to build his diversified portfolio of businesses to meet the needs to his current and future clients. His record of success and subject matter expertise in the commercial real estate development and management fields will serve the clients of his companies well. He prides himself on being available to his clients 24/7/365

#### ***Mr. Martin's Business Entities Portfolio***

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

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

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