



# Steven Gillikin Home Smart Professionals

## Experience Matters

Licensed Broker in RI & MA

42 years in business. Over 1,200 Properties Sold.

**RE/MAX International Hall of Fame Member**

### CAREER SUMMARY

Experienced in building new homes, remodeling and restorations of older homes. Real estate sales and Brokerage in RI & SE Mass. Real estate office management, agent training and organizational skills. Investment property sales and tax deferred exchanges. Customer relations, computer skills and owning and operating my own businesses for over 40 years. REO Foreclosure and Short Sales Specialist.

### EDUCATION

La Salle Academy High School. Graduate 1973. University of Rhode Island 1974-1976. Major: Design and Engineering. Minor Business. Catholic University, Washington DC 1976-1978. Architecture and Design.

### PROFESSIONAL EXPERIENCE

Feb 1, 2020; Joined Home Smart Professionals in Warwick, RI. Real Estate Sales Broker. Specializing in existing home sales and new construction in RI & SE MA. Commercial and investment property sales, property management, and exclusive buyer representation. Consistently in top 5% of individual agents in RI for total number of sales. 2008 & 2009 ranked 2nd overall total sales among all RI RE/MAX agents. Ranked 4th in Providence County Board of Realtors with 107 sales in 2 years. I am the **ONLY** Broker in the State out of over 5,600 agents, who holds over 5 National Association of Realtors professional designations, along with multiple certifications in all aspects of Real Estate.

2014– 2020; Broker RI & MA. RE/MAX Professionals East Greenwich RI office.

1996– 2014 Broker RI & MA. RE/MAX New Horizons Providence RI office.

1994-1996; Broker RI & MA. DeFelice Realtors Warwick RI office.

1992-1994; Broker RI & MA. RE/MAX Professionals Warwick RI office.

1986-1992; Broker RI & MA. General Manager of Prudential Real Estate in Kent County, RI. Full sales responsibilities as well as the day to day operational management of the company. Supervision of over 35 agents, development of policy and training for office as well as trainer for all Prudential offices in State. Head of Prudential Relocation in RI.

1981-1986; Sales Associate with DeFelice Realtors Coventry RI. Top 5% in Company of 250 agents in 1985 & 1986.

1978-1986; Custom home builder and designer. Worked directly with customers in the design and construction of over 50 custom homes both in RI as well as in the Washington D.C. area. Home ranging from 900 sq ft 2 bed ranches to 6,000 sq ft custom designed estates. Remodeling and restorations of older homes.

### PROFESSIONAL REALTOR DESIGNATIONS

Licensed Broker in the State of Rhode Island and Mass. Member of the National Association of Realtors, The RI Association of Realtors and the Kent County Board of Realtors. Certified Residential Specialist (CRS). Graduate of the Realtors Institute (GRI). Accredited Buyers Representative (ABR). Certified Relocation Professional (CRP). E Pro Graduate. Senior Real Estate Specialist (SRES). Residential & Investment Appraisal Course Graduate, Tax Deferred Exchanges. Equator Asset Mgt Certified. 5 Star Foreclosure and REO Specialist. Loss Mitigation Network Short Sale Specialist. Awarded into the exclusive **RE/MAX Hall of Fame** for excellence and sales achievement.

