

Patrick Keating

Broker

Licensed Real Estate Broker with 17+ years of experience, actively licensed in both Florida and New Jersey. Skilled negotiator in residential and commercial real estate transactions. Manages both the brokerage office and real estate team.

Personal Info

Address
7880 Lago Mist Way
Wesley Chapel, FL 33545

Phone
201-452-6464

E-mail
pjk74@me.com

Date of birth
1974-11-10

Skills

Advanced proficiency in the MLS systems and pinpointing accurate values of properties for sellers and buyers. (Studying the market and watching trends to see where inventory and pricing are headed)

Skilled negotiator in real estate sales, always looking to make sure both parties are happy with the outcome.

Proven leader, having been an ALC (Agent Leadership Council) member, mentor and open house coordinator for fellow associates.

Experience

2021-04-

Present

Licensed Real Estate Broker / Owner

It's Your Move Property Group Inc. Wesley Chapel, FL

Responsibilities:

- Agent recruiting and development
- Managed over 60 transactions in the past year for our team and brokerage

Achievements:

- Negotiate a win-win for the both parties in each transaction
- Develop relationships with new home community reps to help find opportunities for clients
- Increased business over 103% this past year

2011-04 -

Present

Salesperson

Keller Williams NJ Metro Group, Montclair, NJ

Responsibilities:

- Mentor new agents and train them with DotLoop, the online document server
- Introduced Homekeepr App developer to my office while serving on the ALC (Agent Leadership Council) technology panel (Keller Williams International eventually incorporated this app into it's agent app platform)
- Plan and organize vendor fair for our office of 158 associates
- Created Keating Real Estate Group
- Grew my business 756% over my first year with the firm

2017-01 -

2021-03

Broker Salesperson

Keller Williams Suburban Tampa, Valrico, FL

Responsibilities:

- Educate clients so they are empowered in the home buying and selling process
- Earn the trust and respect of our clients, and foster lasting relationships with each one

Achievements:

- Co-founded It's YOUR Move Luxury Home Group
- 50% of our current New Construction business is in Metro Places Communities

2005-05 -

2011-03

Salesperson

Weichert Realtors, Clifton, NJ

Responsibilities:

- Organized and planned agent call nights once each week
- Coordinated Open House Schedule for office of 212 agents
- Trained new agents and mentored them during their first 6 months to make

sure they were confident when working with clients

- Became one of the 10 Certified Internet Lead Specialists for the office

Achievements:

- Earned Rookie of the Year 2005
- Achieved the Weichert Million Dollar Club for 6 years

Education

1992 -

1994 Philadelphia College of Textiles and Sciences
Philadelphia, PA