

Marie Presti, CDRE

Real Estate Divorce Specialist - Greater Boston
701 Washington St. Newton MA 02458
Phone: 617-964-7776 Email: info@theprestigroup.com

Marie Presti

Marie Presti has served clients in Greater Boston for the last 20 years. She is a passionate advocate for her clients, whether they are buying, selling, or just in need of expert advice. As a Certified Divorce Real Estate Expert (CDRE), she combines years of practical divorce experience with rigorous technical training in all aspects of divorce real estate. She has a proven track record of negotiation, from guiding first-time home buyers to the sales of multi-million dollar mansions. Her background in finance, marketing, sales, and teaching provides her clients with a multi-level perspective on real estate transactions. She has learned to teach others how to make sound real estate decisions while navigating intense emotions.

EDUCATION

Bachelor of Science, Math and Computer Science

- Mount Holyoke College, South Hadley, MA
- 1987

Masters in Business Administration (MBA)

- Babson College, Wellesley, MA
- 1997

Massachusetts Association of REALTORS (MAR)

- Leadership Academy
- 2006

Illumni Institute, Master Course Graduate 2020

- The Anatomy of Divorce
- The Landscape of Divorce Finance
- Introduction to Divorce Court
- The Ethics of Certified Divorce Real Estate Experts
- The Psychology of Neutrality, Bias, and Communication in Conflict
- How to Sell a House in Conflict
- CDRE Fair Market Valuations

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PROFESSIONAL QUALIFICATIONS

- **ABR:** Accredited Buyer Representative
 - Specializing in helping buyers through the process
- **CRS:** Certified Residential Specialist
 - Listing and marketing a property for sale
- **SRES:** Senior Real Estate Specialist
 - Helping people downsize or “rightsize”
- **GREEN:** Green agent designation
 - Dedicated to understanding a home’s energy-saving features
- **CRB:** Certified Real Estate Brokerage Manager
 - Integrate new technology, new trends, and business strategies
- **GRI:** Graduate Realtor® Institute
 - In-depth training in legal and regulatory issues, technology, professional standards, and the sales process
- **LMC:** Loss Mitigation Certification
 - Tools needed to work on complicated transactions involving foreclosures, REOs, short sales, and auctions

PROFESSIONAL MEMBERSHIPS

MLSPIN Board of Director

- 2019-2020

Greater Boston Association of REALTORS

- 2013-present. On Board of Greater Boston Association of REALTORS
- 2013-present. Served on the forms and professional standards committees
- 2019. Past President, Greater Boston Association of REALTORS
- 2018. President Greater Boston Association of REALTORS
- 2018. President-Elect
- 2015-2016. Treasurer

National Association of REALTORS

- 2019. Board of Directors.
- 2018. Board of Directors, 2018
- 2017-2018. Research Committee

Massachusetts Association of REALTORS

- 2013-present. Served on the forms and professional standards committees
- 2020. Board of Directors, Finance Committee
- 2016. Chair of the Mediation Committee

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PROFESSIONAL HISTORY

The Presti Group 2016-present

- Real Estate Broker/Owner
- Owns and runs an independent Real Estate Brokerage with two offices in Newton and Stoneham that service the Greater Boston area.
- Runs all aspects of the business including sales, business development, recruiting, marketing, operations, etc.
- Firm has been running for over 10 years under a franchise but has become independent as of October 2016.

Realty Executives Esteemed Properties 2011-2016

- Real Estate Broker/Owner
- Broker/owner of an international franchise in Newton and Wellesley.
- Run all aspects of the business including business development, recruiting, retention, marketing agents and properties, generate new business for agents.

Atlantic & Pacific Real Estate 2010-2011

- Broker of Record, VP New England
- Managing Broker for a brokerage expanding into New England and the rest of the US originally from CA.
- Building the real estate brokerage business from the ground up.
- Hiring agents and marketing and selling bank-owned and other properties.

Karp Liberman & Kern Sotheby's International Realty 2008-2010

- Real Estate Broker/Realtor®
- Real Estate Partner in providing consulting and marketing experience to residential and commercial owners and potential buyers to help them buy, sell, or lease their real estate properties.
- Consistently in the top 5% of all real estate sales team for the New England area.

The Cunniff Group Inc. 2003-2008

- Owner
- Entrepreneur starting a real estate brokerage business.
- Perform everything a startup requires from business development, recruiting, sales, financial analysis, bookkeeping, managing agents, hiring, firing, cleaning offices, and more.

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RE/MAX First Realty 2004-2007

- Realtor®
- Worked with sellers, buyers, investors, businesses to help them buy, sell, and rent/lease, property in the Greater Boston Area.
- Negotiated offers, lease, and home inspections. Marketed properties for sale both online and in print.
- Performed showings of properties and analyzed pricing and criteria for clients.

Coldwell Banker Residential Brokerage 2002-2004

- Realtor®
- Worked with sellers, buyers, investors, businesses to help them buy, sell, and rent/lease, property in the Greater Boston Area.
- Negotiated offers, lease, and home inspections. Marketed properties for sale both online and in print.
- Performed showings of properties and analyzed pricing and criteria for clients.

Peoplestreet 1999-2001

- VP of Marketing

AnyDay.com 1998-1999

- Director of Marketing

SystemSoft Corporation 1996-1998

- Director of Product Marketing
- Responsible for the new product launch of SystemWizard, a consumer-friendly diagnostic tool to aid new PC users in troubleshooting and PC problem solving.

Progress Software Corporation 1993-1996

- Product Marketing Manager
- Launched the Windows 95 version of the programming development tools for the company. Was the evangelist for the product and conducted train the trainer seminars internationally. Developed budgets, managed launch team and managed the new feature client request list and prioritized for development team.

Easel Corporation 1991-1993

- Product Marketing Manager

National Westminster Bank 1987-1991

- Assistant Vice President

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TEACHING EXPERIENCE

Speaking Engagements:

- 2019. AREA (Asian Real Estate Association)
- 2019. WCR (Women's Council Realtors), Guest in the series "Mastermind of Top Realtors"
- 2020. CRS New England (mastermind series) spoke on COVID Stimulus benefits

Newton Community Education Instructor since 2007:

- A First-Timer's Guide to Home or Condo Buying
- Downsizing made easy
- Rentals the right way
- Sell your home for more
- Want to become a real estate agent?
- Vacation in your 2nd home
- Buying and managing rental properties

CEU Instructor through Realty Guild:

- Comparative Market Analysis (CMA)
- Financing

Additional training and mentoring:

- Certified RPR (Realtors Property Resource)
- Certified agent trainer on Ziplogix, industry software

AWARDS

- 2018, 2019 & 2020. Five Star Real Estate Professional
- 2018. Women of Fire
- 2017. Greater Boston Real Estate Agent of the Year
- 2014. Realtor Spirit Award from Greater Boston Association of Realtors



Certificate of Completion

This is to certify that

Marie Presti

has successfully completed the CDRE™ Master Course, including 40 hours of divorce real estate education and comprehensive exam.

MASTER COURSE COMPLETION

as of October 30, 2020

Laurel Starks

Laurel Starks
Founder
The Ilumni Institute

