

MICHAEL J. HUMPHRIES

C M P , C S P

PROFILE

Senior Sales and Marketing Real Estate Executive with 22 years of experience. Goal oriented, driven, with proven track record in honesty, integrity and performance. Team player with strong work ethic. Responsible for over \$2 billion in sales.

PROFESSIONAL EXPERIENCE

November 2008 – Present
Chief Executive Officer

Compass Roads Realty, Inc.
Weston, Florida

November 1996 – November 2007
Vice President Sales & Marketing

D.R. Horton, Inc.
Deerfield Beach, Florida

Responsibilities included management of marketing, closing and contract administration departments, over 30 onsite sales associates and two area sales managers. Instrumental in the growth and profitability of the South Florida division increasing sales from 190 net to over 2,000 net sales during my 11 year tenure. Expanded operations and set up a satellite division including mortgage, title, general administration and a complete design center in Fort Myers serving Lee, Collier and Port Charlotte Counties.

July 1993 – November 1996
Sales Representative/Director of Sales

Weitzer Homes
Miami, Florida

I was promoted to Sales Director in my second year. My responsibilities included selling, negotiating all purchase agreements, assisting in product design, staffing, advertising, and opening new communities. Exceeded revenue projections year over year.

August 1991 – July 1993
Sales Representative

Grand Palms Golf & Country Club
Pembroke Pines, Florida

Onsite sales detached and attached Single Family homes and Condominiums for nine separate builders and 14 assorted neighborhoods. Prices ranged from the \$90's to \$2 million plus.

November 1986 – August 1991
Real Estate Sales Associate

Coldwell Banker Real Estate
Miami Lakes, Florida

LICENSES/CREDENTIALS

State of Florida Real Estate Salesperson
Certified Marketing Professional (CMP) Designation
Certified New Homes Sales Professional (CSP) Designation
MIRM Designation in progress

EDUCATION

Florida International University
Coldwell Banker School of Real Estate
NAHB - Institute of Residential Marketing (CMP)
NAHB – Certified New Home Sales Professional (CSP)
Bob Shultz Builder University

RELEVANT COURSES/TRAINING

Tom Richie “Sales and Management”
Charles Clark III “Bulls, Lambs, Tigers and Owls”
Highland Bay (Arizona) “New Home Sales Unlimited”
Highland Bay (Arizona) “New Home Sales Management”
Bob Shultz “New Millennium Sales and Management”

PROFESSIONAL MEMBERSHIPS/AFFILIATIONS

Sales & Marketing Council - National Association of Home Builders
Sales & Marketing Council - Builders Association of South Florida
Sales & Marketing Council - Gold Coast Builders Association
Florida Association of Realtors
Realtor Association of Greater Fort Lauderdale
