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## **Newark Native Named Year's Top Agent at WEICHERT, REALTORS® - New Group** **Nekita Martins' Ascent to Real Estate Success Begins During Sophomore Year of College**

NEWARK, N.J. / April 25, 2017 – Nekita Martins decided on a career path years ago, even before she graduated college. The Newark native and Montclair State University alumna wanted to work in real estate, and started doing so even before she was awarded her diploma a few months ago.

Martins obtained her real estate license in 2013 during her sophomore year of college and began working shortly thereafter at WEICHERT, REALTORS® - New Group, which is located in her hometown. Martins knew she had found her professional calling immediately after closing her first real estate deal.



**Nekita Martins**

"Buying and selling a home is a life-changing moment for people," said Martins. "The first time I was at the closing table and the buyer started crying because she never thought she'd be able to purchase a house – that was the moment. I didn't know how beneficial I really was to a buyer or a seller before that happened."

Martins has continued to see tears of joy in the eyes of her clients ever since, which is one of the reasons she was recently named the top producing agent in her office for 2016, earning the prestigious Ambassador Club award. The award, presented by Weichert Real Estate Affiliates, Inc., is based on a minimum requirement in gross commission income or units earned in 2016. Martins believes much of her success comes from taking full advantage of the resources provided by Weichert® to help its affiliate owners, brokers and agents across the country provide the best service in the industry.

"The support I get from Weichert and my co-workers in the office is incredible," added Martins, who, at age 29, is one of the youngest agents in her office. "Their listing presentation has helped me secure so many listings. I don't go out on a listing appointment without it."

Martins' winning attitude can be felt throughout the office and inspires her colleagues at WEICHERT, REALTORS® - New Group to match her commitment to provide the best real estate service available.

"What can you say about Nekita that hasn't already been said?" Augusto Verissimo, the broker/owner of WEICHERT, REALTORS® - New Group said about his top producing agent. "She's an absolutely amazing REALTOR with a tremendously bright future. Both our office and her clients will benefit in the years ahead from her passion for and knowledge of the local real estate market."

Martins is part of a knowledgeable team of agents at WEICHERT, REALTORS® - New Group, which brings many years of combined real estate experience to its clients. She is also fluent in Spanish and Portuguese, another thing she uses to her advantage in the area's ethnically diverse communities.

"I grew up in this community. We're like one big family," added Martins. "Knowing the language definitely helps my buyers and sellers."

WEICHERT, REALTORS® - New Group is an independently owned and operated Weichert affiliate. The office serves Newark and surrounding communities in Essex and Union counties.

For more information about WEICHERT, REALTORS® - New Group, located at 237 Adams Street in Newark, contact Augusto Verissimo at 973-741-300 or visit [www.weichertnewgroup.com](http://www.weichertnewgroup.com).

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**About Weichert Real Estate Affiliates, Inc.:** Weichert Real Estate Affiliates, Inc. has grown steadily since Jim Weichert, president, chairman and CEO of Weichert, Realtors, launched the company's franchise division in 2001. The affiliate division was created to offer a business model for franchisee ownership candidates described as "a clearly defined operating system for marketing and managing a real estate business." Weichert Real Estate Affiliates, Inc. announced its first affiliate in 2002, was ranked as one the top traditional residential real estate franchises in *Entrepreneur's* 2017 Franchise 500 and is identified in 2017 by *Franchise Business Review* as one the top U.S. franchises. Weichert Real Estate Affiliates, Inc. has offices serving over 300 markets in 39 states. For more information about Weichert, visit [Weichert.com](http://Weichert.com) or for information on franchise opportunities visit [WeichertFranchise.com](http://WeichertFranchise.com).

*Each WEICHERT® franchised office is independently owned and operated.*