



---

# Keith Montgomery

**Founder / Principal Instructor, Mid-South Real Estate Academy**

## **SUMMARY**

- Twenty-eight+ years as instructor of Real Estate Principles, Arkansas License Laws, Agency Law, Contract Law and Real Estate Disclosure.
- Thirty years in sales and sales-related activities.
- Twenty-five+ years in property management of all types of real property.
- Twenty-five+ years in business management and administration.
- Twenty-five+ years as a trainer in sales, motivation, time management and business management.
- Twenty-five+ years in market and appraisal analysis.

## **ACHIEVEMENTS**

- Authored courses in Agency Law, Contract Law, Real Estate Principles and Sales Concepts.
- Recognized as Realtor of the Year by the North Pulaski Board of Realtors in 1993.
- Purchased a real estate school in 1989 that was offering two courses to the public. Increased course offerings to thirteen presently.
- Started a real estate company with one sales associate and within six months had over forty sales associates and two business locations.
- Improved an office from a negative to a positive cash flow within three months. Recognized by the CEO with a bonus.
- Received Rookie of the Year honor first year in real estate.
- Received Manager of the Year honor from Realty World Corporation.
- Chairman of the Arkansas Realtors Association Convention.
- Served four years as officer and director of North Pulaski Board of Realtors.
- Received Outstanding Young Man of America honor, 1985.

## **EXPERIENCE**

**EXECUTIVE BROKER – McKIMMEY ASSOCIATES, REALTORS– 2014 - Present**

Responsibilities include Recruiting, Training and Supervising of agents and Property Management as well as listing and selling of real estate for the company and public.

**EXECUTIVE BROKER/SALES MANAGER – BRAWLEY & ASSOCIATES REAL ESTATE, 4-2013 to 2-2014**

Responsible for the oversight and management of 8 sales associates as well as listing and selling real estate. Brawley & Associates is the largest real estate company in the area and has improved to number 4 in a two county area in the last 3 months.

**BROKER/SALES MANAGER - RECTOR PHILLIPS MORSE, one of Arkansas' largest real estate firms, 1999-2002.**

- Improved production from \$40 million to over \$100 million in three years.
- Firm had about 40 agents when I started and was able to recruit to over 100 and open another location during that time.
- Responsible for management of the residential sales division as well as recruiting, training and budgeting.
- Worked with agents to develop an agent peer review committee for company issues as well as training and business development.

**ADMINISTRATOR/INSTRUCTOR - NATIONAL SCHOOL OF REAL ESTATE, a private real estate school providing courses in real estate licensing, as well as sales and marketing courses, 1989 - 2012.**

- Developed course material, supervise instructor staff and instruct courses.
- Began as an instructor in 1983 and became owner in 1989. Grew business to become the largest real estate school in market share for Arkansas in the last decade of ownership.
- Sold school in 2012.

**PRESIDENT – MONTGOMERY AND ASSOCIATES REALTORS, a residential and commercial real estate and investment and property management company, 1992-2013.**

- Deals with all types of residential and commercial property sales.
- Assets include commercial investment property as well as land for residential subdivisions.

**INSTRUCTOR - ARKANSAS APARTMENT ASSOCIATION, an association of property managers from around the state of Arkansas.**

**INSTRUCTOR - REALTORS NATIONAL MARKETING INSTITUTE, an association of the National Association of Realtors that educates and trains Realtors in the art of Property Management.**

**INSTRUCTOR - ARKANSAS REAL ESTATE COMMISSION, a regulatory agency of the State of Arkansas for real estate licensees.**

**INSTRUCTOR - ARKANSAS REALTORS ASSOCIATION**, a professional organization of real estate licensees, 1984-2000

**VICE-PRESIDENT - CENTRAL MARKETING, INC.** - a marketing company created for the marketing and franchising of real estate companies in the state of Arkansas, 1991-1998.

- Had six real estate companies under contract as an affiliate of Real Estate Central, Inc.
- Developed marketing and business plans for specific projects and venues.

**PRESIDENT - ARKANSAS REAL ESTATE APPRAISERS, INC.**, an appraisal company specializing in residential and multi-family appraisals. Formed in 1993, the company had one senior appraiser and four state licensed appraisers.

**MEMBER SERVICES MANAGER/TRAINER - REALTY WORLD CORPORATION**, an international real estate franchise operation, 1989-1991.

- Implemented training programs for sales associates and brokers in time management, goal setting, sales process, as well as asset management and general business administration.
- Management consulting with forty plus member broker/owners evaluating each office in asset management, general business administration and improving the bottom line.

**VICE-PRESIDENT/SALES MANAGER: REALTY WORLD - BROCK REALTY**, a real estate company with three offices and over one hundred-twenty sales associates, 1987-1989.

- Responsible for management and recruitment of sales staff, as well as budgeting and planning.

**OWNER/BROKER - NATIONAL REALTY CO.**, a residential real estate sales and property management company, 1985-1987.

- As owner, responsible for all aspects of operations.
- Sold the company to Realty World - Brock Realty in November 1987. Took over management of new company. All existing agents with National Realty transferred to Brock when sold.

**SALES MANAGER - BRASS BELL REALTY**, 1984-1985.

- Responsible for management and recruitment of sales staff, as well as budgeting and planning.

## **REAL ESTATE PROFESSIONAL - RAINEY REALTY, 1982-1984.**

- Commission sales. Responsible for all aspects of real estate.

## **EDUCATION**

- North Little Rock Ole Main High School - 1976
- Harding University, Kennedy Western University, Concord School of Law
- Bachelor of Science – Marketing with psychology minor
- Paul Harris School of Real Estate - Sales & Broker courses
  - National Association of Realtors - Certified Residential Specialist, CRS
  - Certified Residential Broker, CRB
- Arkansas Realtors Associate - Graduate, Realtors Institute, GRI
- Uniform Standards of Professional Appraisal Practice
- Elements of Appraisal
- Cost Approach to Appraising
- Income Approach to Appraising
- Sales Comparison Approach to Appraising
- Various Realtor courses in Agency Law, Contract Law, Real Estate Finance, Appraisal & Property Management

## **SPECIAL LICENSES**

- Licensed Real Estate Instructor by Arkansas Real Estate Commission
- Arkansas State Board of Private Career Education Certification
- Arkansas Real Estate Broker
- National Association of Realtors Certified Instructor
- Arkansas Realtors Association Certified Instructor
- Arkansas Real Estate Commission Staff Instructor
- Arkansas State Licensed Appraiser - inactive

## **ADDITIONAL ACCOLADES**

- Serve as Zone Director for the Arkansas Realtors Association 2015-2018
- Instructor for Arkansas Realtors Association GRI Program
- Currently serve on the ARA Risk Reduction Committee and have chaired task forces for form changes and implementation of such.
- Served as Director for the North Pulaski Board of Realtors 2015-2017
- Chair of the ARA Professional Standards Committee - 2013
- President of the North Pulaski Board of Realtors, 1995 & 2004
- Served on the Arkansas Real Estate Commission task force for the development and implementation of a Broker's Pre-Licensing and Post-Licensing Course. 2009-2011
- Consultant with several local law firms on real estate related cases.