



RICH MATLACK
Keller Williams Bay Area Estates
BRE #01259220
408.821.7508

EXPERIENCE MATTERS

Rich is responsible for managing the Judi Matlack & Associates (JMA) Real Estate group. With an MBA from Stanford and extensive senior management experience, he has the deep analytical and business background necessary to guide our Group towards excellence in service to our real estate clients. He also acts as the Program Director for Mentorship Training at Keller Williams Bay Area Estates

REAL ESTATE SALES RESULTS

We on the JMA sales team believe it truly does take a village to meet the varied needs of our clients. With a combined experience of more than 50 years in the real estate industry, collectively we have been associated with more than \$1 billion in real estate sales. By specializing in various aspects of the process, our team can provide the expertise and experience necessary to be sure your transaction is completed on time with minimum stress.

EDUCATION

- Drexel University - Bachelor of Science Electrical Engineering
- Stanford University - Graduate School of Business - MBA
- General Electric - Marketing Training Program
- CA Department of Real Estate - Licensed Real Estate Broker
- Alain Pinel Masters Real Estate Training Program
- Keller Williams Ignite Continuing Real Estate Education Program

BUSINESS EXPERIENCE

- 2018 - Present - Program Director KWBAE Mentorship Training Program
- 2015- Present - Managing Principal Judi Matlack & Associates Real Estate Group
- 2014 – Producing agent and Broker Associate with Keller Williams Bay Area Estates
- 1998-2013 – Producing agent and Broker Associate with Alain Pinel Realtors in the Los Altos and Los Gatos offices.
- 1982-1993 - President and CEO of InfoCorp. Founded and grew this high-tech consulting and market research firm to 70 employees before selling it to the Gartner Group.
- 1976-1982 - VP and Director of Computer Industry Research at DataQuest. Started and successfully ran the computer market research and consulting business.
- Previous Experience - GE's Process Computer Division in Phoenix, AZ and Pittsburgh, PA selling real-time industrial control computer systems.

PROFESSIONAL ACHIEVEMENTS AND ASSOCIATIONS

- Certified Master Negotiating Expert – Real Estate Negotiations Institute.
- Member of National Association of Realtors (NAR), California Association of Realtors (CAR), and Silicon Valley Association of Realtors (SILVAR).
- SRES Designation (Senior Residential Specialist).
- Keller Williams Luxury Estates.

INTERESTS AND ACTIVITIES

I try to maintain a diverse set of passions. Currently high on my list are:

- Travel – Japan, Hong Kong, Uganda and Rwanda (to sit with the Mountain Gorillas); safari in Tanzania with our children; adventure tour of Costa Rica; walking tours of Sicily and the Cotswolds; Machu Pichu, Egypt, Cambodia, Thailand, China; and multiple tours of Italy with our traveling friends. A great road trip following the Blues Trail from New Orleans through Memphis to Chicago. Recently returned from Prague and Berlin.
- Reading – mostly non-fiction.
- Hiking - have done Grand Canyon, Half Dome, Mt. Whitney and Mt. Shasta.
- Cooking – I'm the Matlack household chef .
- Domestic Cats - particularly Himalayans and Burmans.
- Big Cats – particularly Cheetahs.
- Skiing – try to take at least a month at Tahoe each winter.
- Family, friends, good food and wine.