



After concluding his service in the military, Paul Martis went on to earn a degree in urban planning. For the next 15 years, he honed his skills in marketing and sales while working in the steel industry, before pivoting to a role with an airline telecommunications developer where he got his first taste of commercial real estate. There, he gained meaningful experience negotiating commercial leasing deals, bolstering a skillset that would soon prove pivotal. When he made the decision to pursue his real estate license, Paul knew early

on that he wished to work with commercial property. Today, he's carved out a masterful reputation for professionalism, forward thinking, and as a highly regarded industry educator. He has also earned a host of designations and accolades to date, including the coveted Certified International Property Specialist (CIPS), and NAR'S Commercial REALTOR® of the Year recognition, Signature Speakers Bureau, Mainstreet Commercial Ambassador and Coldwell Banker Commercial Diamond Society Team Award.

When it comes to his service area, Paul and his capable team go where clients lead, having worked as far west as Ottawa and as far south as Champaign. Over the course of his career, he's made incisive partnerships with fellow commercial brokers, which he considers his unconventional team of resources. Among them are an accredited land consultant (ALC), a CCIM designee, a (SIOR) broker focusing on large industrial and office spaces, as well as brokers with a diversity of language skillsets — including Mandarin, Urdu, and Spanish. Together, Paul and his network tackle commercial real estate deals far and wide, and his reach continues to grow internationally as he harvests more and more referral partners around the globe.

Today, more than a third of Paul's business is driven by referral clientele, and largely by agents and other offices who understand his key expertise. Accordingly, his track record as both an agent and a commercial broker is proven, but Paul is also an avid educator. In his earlier days in the industry, he regularly taught classes and seminars aimed at emerging real estate professionals. Today, he's at the head of an increasingly popular opportunity for professional growth — Newcastle CRE, a commercial real estate education enterprise through which Paul developed a four-day real estate boot camp aimed at residential agents interested in adding a commercial specialty to their services. Not only do his informative classes sell out often, but rights to his boot camp were acquired by the powerful Illinois-based Mainstreet Organization of

REALTORS® in 2017. Using his prior experience in residential sales, along with his insight into multi-family complexes and commercial property on the whole, agents benefit from Paul's well-rounded expertise and understanding of many sides of the business. What's more, his ardent commitment to integrity and hard work exemplify the qualities of a leader. "As a commercial REALTOR®, I'm driven by ethics and I'm very mindful of my responsibility," he says. "I work to ensure that everything I do — from the industrial sector to office leasing or otherwise — is done by keeping my REALTOR® hat on at all times. It's helpful to have experience both as a REALTOR®, and as a commercial broker. That's part of what I try to teach in my real estate boot camp."

Paul also ensures that the learning process is continuous, noting that the industry is constantly evolving, and it serves agents and brokers well to stay ahead of the curve and continue pushing forward. "It's so important to keep learning," he says. "The last few years I've pressed into international business, and it will continue to be my 2018 initiative to work with Asia's many communities and markets. As a professional, you have to be willing to step out further and try new things in the industry." In that vein, Paul has been a champion of emerging technologies as they relate to real estate marketing. Incorporating 3D imaging and floorplans, drone video, and high-quality photography are just a few of the ways Paul has parlayed his experience in residential real estate to his role in commercial brokering — another lesson he highlights in his real estate boot camps. Reflecting on what he enjoys most about his career, Paul cites the variety, diversity, and excitement of his work: "Each day is different," he says.

To give back to his community, Paul has served on the Aurora, Illinois Board of Directors for Habitat for Humanity, and as part of Naperville Responds to Veterans — a cause close to his heart, and several other nonprofits starting in 2018. In his free hours, Paul most enjoys spending time with his loved ones, traveling, and holds a keen interest in boating, flying, horsemanship, and cycling.

Looking ahead, Paul has plans to continue expanding his global reach, fortifying his business through strongly held relationships with fellow professionals the world over. He also plans to grow his team and expand his work and understanding of new cultures. In the meantime, he'll continue serving the needs of his clients, while educating a new generation of real estate professionals in the process. With decades of experience under his belt and a mindful eye toward what's to come, the road ahead is bound to be promising for Paul Martis.

Paul Martis

Coldwell Banker Commercial NRT | Oak Brook, IL
630.928.8843 | pmartis@comcast.net | www.NewcastleTeam.net

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