



CJ Christine J. DelVecchio

NYS Licensed Associate Real Estate Broker
REALTOR® of the Year, 2016

Cell: (607) 227-3016
Office: 607-330-5211



830 Hanshaw Road,
Ithaca NY 14850

Celebrating 20+ years in Real Estate!

Professional Advice with a Technological Edge!

Areas of Expertise:

- ✓ Buyer's Agent and 1st-Time Buyers
- ✓ Seller's Agent
- ✓ Condos & Townhouses
- ✓ Lakefront Homes
- ✓ Vacant Homes
- ✓ Corporate Relocation
- ✓ New Construction
- ✓ 1031 Exchanges

CJ consistently performs in the top 5% of Ithaca Board of Realtors MLS sales

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Just an email away!
cj@cjhomes.com

CJ's full bio at:
www.CJHOMES.com

REAL ESTATE & EDUCATIONAL EXPERIENCE

- Licensed to sell real estate in NYS since 1996
- Member, Ithaca Board of REALTORS® & Cortland Board of REALTORS®
- General Manager, Housing Solutions, 1994-1996
- M.S. from Ithaca College, 1996 (Communications)
- B.S. from Cornell University, 1984 (Natural Resources)

REAL ESTATE CAREER ACHIEVEMENTS

Ithaca Board of REALTORS®:

- REALTOR® of the Year, 2016 and 2001
- Mentor of the Year 2014
- State Director 2011-2013
- Past President 2004
- President's Award 2006
- Housing Opportunities Award 2007

New York State Association of REALTORS®:

- President-Elect 2017
- Secretary/Treasurer 2016
- Regional Vice President 2009-2010
- Mentor 2012-2015
- Professional Standard Committee Chair 2012
- Legislative Steering Committee 2009

National Association of REALTORS®:

- Risk Management Committee 2017
- Federal Taxation Committee 2016



PROFESSIONAL DESIGNATIONS

- ITI: Instructor Training Institute 2013
- NYS Dept. of State Certified Real Estate Trainer since 2013
- GRI: Graduate, REALTORS® Institute, 2008
- Diamond Society, every year while at Coldwell Banker Shaw R.E. 2006-2012
- CBR: Certified Buyer Representative®, 1998
- CNAS: Cartus Network Affinity Specialist (Relocation Training)
- CNS: Certified Negotiating Specialist, Coldwell Banker University

COMMUNITY & VOLUNTEER WORK

- Member, Tompkins County Public Info. Advisory Board, 2008-2017
- Member, Town of Lansing Sewer Committee 2012-2013
- President, Cornell Alumni Association of the Ithaca Area 2013-2016
- Chair of the Board, Better Housing for Tompkins County Inc, 2006-2008
- Board Member, Better Housing for Tompkins County Inc, 2003-2009
- Volunteer Hockey Coach, Tompkins Girls' Hockey Association since 2009



About CJ DelVecchio

Professional Advice with a Technological Edge.



Christine "CJ" DelVecchio ♦ NYS Licensed Associate R.E. Broker

Sample of Continuing Education Courses Taken since 1996:

Sales and Negotiating Coursework:

- Black Belt Negotiating
- Negotiating—What's Mine is Mine, What's Yours is Negotiable
- Negotiating Tools—Serving Buyers & Sellers During Multiple Offers
- Commercial Boot Camp for Residential Agents
- Absorption Rate Pricing
- Stay on Top Tomorrow with Today's Top Trends
- Customer Service Strategies and the Web
- Be All That You Can Be-The Making of a Real Estate Pro
- How to List Builder's Homes
- Local History Door by Door—Architectural Styles
- Rich Levin Listing Training Seminar
- David Knox: Structuring Your Listing Presentation
- Certified Buyer Representative Course (22.5 hours)

Financial, Tax and Legal Coursework:

- The Reverse for Purchase Mortgage
- Short Sales—Moving Targets in Challenging Markets
- The Next Wave: Working with REO Properties
- VA Home Loans
- Real Estate as an Investment
- Financing to Increase Homeownership
- Reverse the Purchase Mortgage
- Foreclosures & Fraud—The Effect on Neighborhoods
- Wealth Building & Tax Strategies for Real Estate
- Tax Talk for Real Estate Professionals
- Legal & Ethical Issues in Alternative Services
- Risk Reduction for the In-House Sale
- General Business Law; Contract Law
- Real Estate and Taxes—What Every Agent Should Know

Environmental & Structural Coursework:

- Ride the Green Wave-What is the High Performance Home?
- Red Flags in Housing Structures and Systems
- This Mold House
- Environmental Quality in Homes
- Construction and Environmental Issues...Helping Clients Achieve Their Goals
- Changes in the National Flood Insurance Program and FEMA Mapping

Code of Ethics/Professional Standards/Fair Housing Training:

- Code of Ethics & Professional Standards (NYSAR)—6 hours (2001, 2003, 2004, 2005, 2007, 2009, 2011 and 2013)
- Agency: NYS Agency Relationships; Agency Done Right; Etiquette
- Fair Housing Courses—required every 2 years for license renewal; Fair Housing in Rentals; Fair Housing in NY

Also a Department of State Certified NYS Real Estate Instructor—teaching courses such as:

- National Association of REALTORS® required Code of Ethics course
- thaca Board of REALTORS® Orientation class sections on Agency and Code of Ethics



GRI Coursework—90 hours (2008):

- Building Your Real Estate Practice
- Price it Right—Close More Deals
- Effective Real Estate Practice—Skills to Put You on Top
- Real Estate Legal Issues—Not Knowing Can Be Dangerous
- Financing to Increase Homeownership
- Serving Real Estate Investors
- Real Estate Service Strategies in the Information Age
- Construction & Environmental Issues
- Equal & Ethical Service for Today's Consumer



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Professional Advice with a Technological Edge!

Wow! I can't believe it's been **20 years** in real estate!
I am grateful for my clients who've entrusted me to help them buy/sell their property in the Greater Ithaca area since 1996!

"CJ has provided us with outstanding service, attention to detail, and her high personal integri-

"You'll always be **REALTOR®** of the

"Thank you for all your time in making our dream come

"You are a real pro...smart, highly competent, thorough, reliable & always reassuring. And a big plus is that



See more testimonials at cjhomes.com/testimonials.html

June 1996 **June 2016**



1996



1999



2002



2006



2009

2016