



James P. Luth

Principal Broker · Here Realty

Licensed Broker — RI · MA · CT · 20 Years Experience
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CAREER OBJECTIVE

To leverage 20 years of real estate expertise — spanning residential, multifamily, mixed-use, and investor transactions — to deliver a frictionless, high-performance selling experience for investors, executors, and asset managers navigating complex market conditions. Specialized in multifamily portfolio disposition, proprietary in-house marketing production, and a structured showing model designed to maximize seller net proceeds while eliminating transactional inefficiencies.

SELLER VALUE PROPOSITION

Professional Services Fee

Negotiable

Buyers are directed to add their agent's fees on top of purchase price — maximizing your net proceeds on every transaction.

In-House

Content · Creation & Distribution

Professional photography, video tours, drone/aerial content — all produced and distributed in-house by Here Realty. Never outsourced.

Showing Blocks

Structured Buyer Access

Dedicated showing windows create buyer competition and urgency. Tenants receive predictable, manageable schedules with advance notice.

- **Frictionless Transaction Management:** Every step from initial consultation through closing is managed with precision. I personally vet all offering buyers and their representing agents — identifying unqualified buyers and agents who cannot close before they consume your time or jeopardize your transaction.
- **Proprietary In-House Marketing Platform:** Professional photography, videography, aerial/drone content, and full digital content distribution are all produced and managed in-house at Here Realty — never outsourced. This provides a consistent, high-quality presentation that maximizes buyer reach at every listing.
- **Structured Showing Blocks:** I personally attend every showing of every property. Showings are scheduled in dedicated blocks rather than scattered one-off appointments — creating natural buyer urgency and competition while giving tenants predictable, manageable windows to plan around.
- **Buyer & Agent Vetting:** Prior to accepting offers, I thoroughly screen both the buyer's financial readiness and their agent's transaction closing record. This eliminates time wasted on deals that fall apart and protects your timeline and peace of mind.
- **Fee Structure Built for Sellers:** Negotiable fee structure, with buyer-side agent compensation directed to be added on top of purchase price — engineered to maximize seller net proceeds on every transaction.

PROFESSIONAL EXPERIENCE

Here Realty · Principal Broker / Owner

2018 – Present

875 Oaklawn Avenue, Suite 102 · Cranston, RI · Licensed Broker: RI, MA, CT

- Founded and built Here Realty from the ground up into a multi-state brokerage licensed across RI, MA, and CT, supporting a team of 28+ active licensees
- Personally closed **400+ transactions / \$100M+** as an individual producer (2006–Present); brokerage total exceeds **400+ units / \$150M+**
- Specialized multifamily and mixed-use portfolio: **100+ units / \$30M+** in investment property transactions (2006–Present)
- Built and operates a fully in-house marketing platform — professional photography, videography, drone/aerial content, 360° virtual tours, and multi-channel digital distribution — all produced internally with no third-party outsourcing
- Personally attends and manages all property showings using a structured block-showing model, creating natural buyer urgency and competition while ensuring minimal disruption to tenants in income-producing properties
- Developed a rigorous buyer and agent pre-qualification process that eliminates unqualified parties early, protecting seller timelines and significantly reducing failed or collapsed transactions
- Negotiable commission structure, with buyer-side agent compensation directed to be added on top of purchase price — engineered to maximize seller net proceeds on every transaction
- Maintains an active, trusted network of contractors and tradesmen enabling rapid property preparation and significantly shortened seller exit timelines
- Leverages artificial intelligence and automation tools to streamline workflows, enhance client communication, and scale marketing operations across the brokerage

Keller Williams Realty Newport · Real Estate Salesperson

2006 – 2017

809 Aquidneck Avenue, Middletown, RI · 11 Years

- Built and operated a full-time production business through the 2007–2010 financial collapse, successfully listing and selling distressed, short sale, and REO properties in one of the most challenging market environments in modern real estate history
- Founded the Here Realty Group (2015–2017) — a team-within-a-brokerage model that served as the launchpad for the independent Here Realty brokerage
- Served as Technology Coordinator — developed consumer-facing agent websites, internet lead generation systems, and innovative listing marketing strategies for the office
- Established foundational expertise in multifamily, investor, executor, and asset manager transactions that became the core focus of Here Realty

LICENSES & PROFESSIONAL MEMBERSHIPS

Broker's License Rhode Island · Massachusetts · Connecticut

Board Memberships Kent County Board of Realtors · Greater Providence Board of Realtors · Southeastern MA Board of Realtors

Greater Hartford Board of Realtors · Eastern Connecticut Board of Realtors

SKILLS & COMPETENCIES

Marketing & Media In-house photography, videography, drone/aerial, 360° virtual tours, and multi-channel digital distribution — fully produced by Here Realty

Investment Analysis Cap rate modeling, NOI analysis, income approach valuation, DSCR buyer scenario modeling, and multifamily comp analysis

Transaction Management Full-lifecycle oversight from consultation to closing; buyer & agent vetting; contract negotiation; multi-property portfolio sales

Technology & AI Leverages AI and automation tools to streamline brokerage operations, marketing workflows, and client communications

Market Knowledge Deep expertise across Rhode Island, Massachusetts, and Connecticut residential, multifamily, and mixed-use markets

Client Network Extensive network of investors, executors, asset managers, attorneys, lenders, and trusted trade contractors for rapid property preparation