

E6 **Marron & Gildea sales surge over 450 percent**

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RIDGEWOOD – Total first quarter sales increased more than 450% over last year's first quarter at Marron and Gildea's Ridgewood office, according to Aloysius Donohue, partner at the firm.

"Our agents continue to deliver for their clients even in this challenging market," said Donohue. "More importantly, in our target market of Ridgewood, we went from not having a single sale out of our Ridgewood office in Q1 of 2007 to being ranked #3 in Ridgewood real estate transactions in the first quarter of 2008 – ahead of many of the more familiar names. If you live in Ridgewood and are thinking of selling your home, and want to interview the top three firms, Marron & Gildea now needs to be in the mix."

Donohue and his partners attribute the surge in sales to a decision they made in 2007 to begin actively recruiting REALTORS® that were not only top producing agents but also good corporate citizens. "We wanted to create an atmosphere that made agents want to spend time in the office and that starts with the quality and character of the agents themselves," said Peter Marron, broker of record at the firm.

"I couldn't be happier with Marron & Gildea", said Ana O'Callaghan, who joined the firm

at the end of 2007. "The fact that Al [Donohue] is an active, successful agent has really been a big plus. When he shares his advice and ideas on technology, or client service,



Aloysius Donohue

we know they really work because he is practicing what he preaches out in the market every day – and he is getting great results. It also helps that he seems to be available 24 hours a day. I can't count how many times I have sent him a text or email at 11 p.m. and received an answer within five minutes."

All three partners expect big things from their Ridgewood office in 2008 – and beyond. "Probably the most interesting thing about these great first quarter results is that we have a hired many top agents over the past few months but most of their production hasn't even hit our books yet", said Charles Gildea who founded the firm with Peter Marron over 25 years ago. "It is only going to get better from here."

Marron & Gildea has offices in Ridgewood, Saddle River and Ho Ho Kus.