

MICHAEL POCZYNEK

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Century 21 Northumberland (1987) Ltd.
PROFESSIONAL DOSSIER



BIOGRAPHY

Originally from Burlington, Ontario, I had an interest in Real Estate for most of my life starting when I was about 11 years old. My family had a neighbour that worked with Century 21 back in the days of the gold jackets and white Lincoln Town Cars that were 40 feet long (for driving clients around). At 13, my mother was having a difficult time financially after my parents divorced and started cleaning a real estate office. She would bring my younger brother and myself along with her to work regularly. That was it --- I had the bug. All those house pictures, the property cut sheet cards, and MLS books had me mesmerized. Selling real estate at 13 was not realistic, so I started little businesses, and at 15 I went into Information Technology Computer businesses helping people with computers. One of my clients was a commercial real estate broker and wanted me to help him set up a commercial real estate bulletin board system (*BBS*). That is today's equivalent of a website. At 17, I left my job as a Computer Technician and opened a computer store that sold the world's first line of IBM PC Compatible Clone Computers. I went onto several other computer hardware and software development companies. In 1997 I arrived on Prince Edward Island and thought of this as a fresh start and opportunity to finally plunge into the exciting world of Real Estate, my ambitions were huge – my Brokers found me quite entertaining because **my goals were so high**. Over 20 years later, with most records broken, and many awards received, I am still with my original Century 21 Broker and just as excited about PEI Real Estate today as I was in October of 1997. Next to my passion for Real Estate is my passion for animals and helping people. I volunteer at the PEI Humane Society and contribute to numerous charities in the province. I believe the cornerstone to business is being honest, ethical, and treating people the way you want to be treated and never putting a dollar ahead of doing the right thing for your clients. **Karma will reward those that are giving.**

RECENT TESTIMONIALS

"My property was on the market for 5 years with other agents, Michael listed it and sold it in 1 hour! Thank you for your help and personal attention. You are the first REALTOR® on PEI to make a difference. In the future, you will be the only one who I will ask for help."

Rev. Richard A.

Farmer, Entrepreneur, Visionary, PEI Real Estate Investor, MD, USA

"If you want the top agent on the island Michael is my choice. He has a greater marketing reach than any other agent I have had contact with and the ability to match it ... in the end when he moves your listing where others fail and at a bigger dollar you both win. I am very satisfied with Michael's performance for my wife and I. I do not know of a more capable and results oriented agent in PEI. I highly endorse Michael Poczynnek."

Chris W.

Real Estate Investor/Internet Business Owner, Ottawa, ON & Quebec, QC

More at fan.michaelshomes.com

RECENT WORK - SOLD



524 City View Drive, Mermaid

\$799,900 | 4 BED | 3 BATH | 3,910 SQFT

This marketing project is for one of our home sellers where we've featured professional photos & video, online advertising on YouTube, Facebook and Google. [More at 524.michaelshomes.com.](http://524.michaelshomes.com)



355 MacLennan Road, Alexandra

\$524,900 | 3 BED | 3 BATH | 2520 SQFT

This wonderful country home needed that little extra marketing push to get it sold as many rural homes require. [Video at https://bit.ly/2W6XSJe.](https://bit.ly/2W6XSJe)



320 MacMillan Point Road, West Covehead

\$675,000 | 3 BED | 4 BATH | 2440 SQFT

We brought this on in early spring; regardless all marketing guns were firing, the video and pictures turned out great and sold for full price instantly. [More at 320.michaelshomes.com.](http://320.michaelshomes.com)

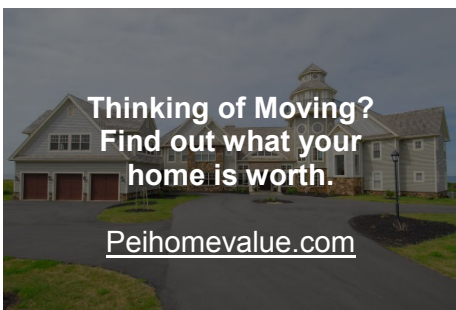


393 Cape Road, Park Corner

\$387,000 | 6 BED | 4 BATH | 4000 SQFT

A nice water view country home; sold \$100,000 over asking with the assistance of our marketing and negotiating beginning at the listing. [More at 393.michaelshomes.com.](http://393.michaelshomes.com)

FOR YOU



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Curious About the Market?
E-Mail Me for a PEI Market
Report.

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