

# Special Properties Names Regional VP for Morris, Union and Somerset counties

Adam Dvorin -September 27, 2018 2:22 pm ET

*This post was contributed by a community member.*



RAMSEY, NJ UNION/MORRIS/ESSEX COUNTIES, NJ September 20, 2018  
Special Properties Real Estate Services, the largest and fastest-growing real estate brokerage in the region and the regional affiliate of Christie's International Real Estate, has announced the appointment of Robert F. Gavura as its Regional Vice President for Union, Morris and Somerset Counties in New Jersey. In this role, Gavura will assist corporate leadership in delivering on its promise to bring Special Properties' and Christie's recognized customer service and unique real estate approach to this region of northern New Jersey.

"In 2017, Special Properties announced an ambitious expansion across northern New Jersey, and Robert's appointment is part of our ongoing plan to bring new brokerage offices and expand the reach of the brand power of Special Properties and Christie's International Real Estate in northern New Jersey," said Sonja Cullaro, Executive Vice President for Special Properties Real Estate Services. "Robert joins us with more than a decade and a half of experience with a national real estate brand, and understands the nuances of running a regional brokerage operation. He brings a unique perspective to our real estate work, having worked in major cities, urban locales and suburban enclaves."

Gavura, a financial expert turned real estate professional, has more than 15 years of experience in the real estate industry, including a deep background in real estate management and brokerage office leadership. He is consistently recognized for his innovative thinking and creativity, strategic business acumen, and the ability to effectively organize multiple real estate offices and agents, all while promoting cost control and the consistent growth of brokerage profits.

Before Special Properties, Gavura served as Regional Vice President for another national real estate brand, where he led eight brokerage offices and more than 400 agents across Manhattan, Hudson County in New Jersey and Westchester County in New York. In his new capacity with Special Properties, Gavura will bring his leadership experience in both urban and suburban communities, as the brokerage chain delivers on the promises it made to the northern New Jersey community when it announced its ambitious expansion last year.

Before his corporate leadership role, Gavura served as the Executive Sales Director for a Hoboken, NJ-based brokerage office of the same national brand. There, he led more than 70 agents and helped the brokerage office rank among the top of their company-owned offices. In that position, he was recognized for his ability to retain recruits and retain quality agents, reduce operational expenses, and generate consistent increased profit. He also designed and conducted a weekly "stay on track" program to grow and develop the brokerage's agents, facilitated coaching and training workshops for those agents, and implemented a system of accountability to ensure agents reached their sales goals.

"I appreciate the opportunity to help Special Properties deliver on its promises to northern New Jersey, and bring the power of the Christie's brand deeper into this region of the state," said Gavura. "While I enjoy working with buyers and sellers, I have a deep passion for real estate management and working to establish and grow the experience, skills, and careers of agents. It's especially rewarding to coach and develop an agent, which, in turn, ensures that we are offering the highest quality customer service to clients, all while growing the scope, reputation, and success of the brokerage as a whole."

Robert holds a bachelor's degree in marketing and management, and currently resides in Ridgewood.  
About Special Properties Real Estate Services

Special Properties Real Estate Services, LLC embraces the history and traditions of its flagship brokerage location in Saddle River, NJ, into an expanded, modern presence in Mahwah, Franklin Lakes, Ridgewood, Ho-Ho-Kus and Hoboken NJ. With a staff of accomplished real estate brokers, its clients across northern New Jersey and southern New York are provided with customized, personalized services, backed by the luxury real estate brand of Christie's International Real Estate. Special Properties provides local expertise with global connections. For more information, call 201-934-0607 or visit [www.specialpropertiesres.com](http://www.specialpropertiesres.com) (<http://www.specialpropertiesres.com/>).