About Us

Founded in 1906, the Coldwell Banker Brand is the oldest and most established residential real estate franchise system in North America. We take great pride in our 110-year heritage, predicated on values and high standards of honesty, integrity and always doing the right thing. Coldwell Banker is a worldwide organization with offices in 49 countries, over 3,000 offices and more than 100,000 sales associates.

Coldwell Banker Riviera Realty, Inc. is a family owned business. It is a quality company owned by the Smith Family which has been engaged in residential and commercial real estate brokerage, construction and management since 1946. If you know of one of the many local developments which include the Riviera name, it was most likely built by the Riviera family of companies.

We currently operate five strategically located offices in Ocean County. In multiple years we have been officially recognized as the Top Coldwell Banker Affiliated Company in the State of New Jersey.

Our Leadership Team

At Coldwell Banker Riviera Realty, our management team is comprised of talented and accomplished professionals who are actively and significantly involved in local, state, and national REALTOR associations and organizations as well as NJ Real Estate Commission licensed instructors. This combined experience and knowledge transcends to higher success by providing our agents greater real estate industry knowledge and awareness.

Why Coldwell Banker Riviera Realty?

In this ever-changing and challenging market, the real estate company who offers and delivers the greatest number of quality marketing systems, basic and advanced career development resources, competitive advantages, innovation, resources and agent services is the one you should trust to help you consistently grow your real estate business.

We are proud to embrace the Coldwell Banker reputation for innovation. Riviera Realty has been the first real estate company in Ocean County to introduce groundbreaking technologies to the market place. A few of the more noteworthy firsts include the launch of a rapid lead notification system (Leadrouter), the use of QR codes in printed advertising, engagement of home buyers with the use of mouse over map technology home searching on our website.

No one was born a successful real estate salesperson. For most people success requires training, guidance, coaching, tools, systems and support. At Coldwell Banker Riviera Realty our leadership team understands that delivering these essential ingredients to you are our most important job.

Multiple Offices. We have six strategically placed office locations in Point Pleasant, Brick, Toms River, Forked River, Manahawkin and on Long Beach Island in Surf City. This provides you with greater brand awareness and expands your ability to conduct business anywhere in Ocean County.

E&O Insurance. We do not view Errors and Omission Insurance as a source of revenue for the company. Indeed we view it as a vital need in protecting your wealth. That is why the cost of E&O Insurance to our agents is only $25 per side.
**Competitive Commission Splits.** Our agent commission schedules are among the best in the business when measured against other traditional companies. As your earnings go up, so does your share of the commission. We review and adjust agent commission splits twice a year. There is also an annual three-tier commission bonus program.

**Agent Full Feature Web Sites.** *Zap* is an end-to-end system with state-of-the-art tools for consumers and agents. It is a single, integrated software solution to help Riviera Realty Agents run their business and drive results. *Zap* includes a full feature agent website with an EZ property search of all Monmouth/Ocean MLS listed properties. It is designed with “Google Juice” to compete with Zillow, Trulia and Realtor.com. Another major feature is a full Agent Client Relationship Module. It automatically keeps your name in front of future buyers and sellers. Agents can use this free of cost.

**Company Intranet Site.** Compare the content, resources and agent value found in our intranet site and we are sure you will agree no other comes even close. Whether you are new to the business or an experienced top performer, the content will help you take your business to whatever level you desire.

**Online Transaction Management & eSignatures** through Ziplogix and Transaction Plan at no cost to our agent.

**MLS Participation.** Coldwell Banker Riviera Realty participates in five multiple listing services. You have access to more listing information to enhance your value to buyers and sellers.

**Relocation Department.** We operate a Relocation Department and are the Primary Affiliate for CARTUS in Ocean County. CARTUS is a global relocation company who moves more than 171,000 customers worldwide each year. Getting client referrals from our CARTUS network nets you more.

**Discounts** through Coldwell Banker Business Advantage. Save up to 24% on your cell phone bill (all major carriers) and other discounts from Dell, UPS, Avis & Budget Rental Cars, Direct TV, Lowes, Choice Hotels, Tiffany, The Continuing Education Shop and many, many more.

**Inter Company Client Services.** We enjoy having a business relationship with a lender, title company and with AHS Home Warranty. These companies will help you get the transaction to close and provide you with assistance along the way.

**Realtor Property Resource.** At Riviera Realty we embrace and support tools that simplify our agent tasks while delivering an exceptional experience to our clients. One such resource is branded RPR products.

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**Stuff You Don’t Pay For**

- A full function personal website with IDX search
- Internet Leads
- Company Sponsored Virtual Tours
- Showcased listings on Realtor.com
- Just Listed or Just Sold post card mailings.
- Open House Ads in Approved Printed Media
- eCards and eNewsletters
- Listing Presentation (Electronic or Printed)
- Zillow profile with your picture.

- Listing Text to View Short Code
- Basic and Advanced online Training
- Supra Electronic Key Boxes
- Your first order of business cards
- Desk Space
- Yard Signs & Text to View Rider
- Open House Signs
- Letterhead, envelopes & copy paper