

Contact

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Top Skills

Diverse Groups

Skilled Multi-tasker

Critical Thinking

Amit Mundade

Strategic Real Estate, Market and Investment Growth Expert |
Helped 270+ Buyers and Sellers | Scaled Market Share 12% &
Exceeded Revenue Targets by 135% |
Media, Pennsylvania, United States

Summary

As a Realtor® licensed in Pennsylvania, I provide strategic marketing and transaction management services across multiple Pennsylvania markets, with a strong focus on Delaware and Chester County. My client-first approach is built on four key pillars: Dedication, Communication, Determination, and Trust—ensuring that I can adapt to and deliver on every client's unique real estate needs.

"Just as the real estate industry evolves to become more innovative and efficient, so do I."

I am committed to delivering exceptional real estate services that empower buyers, sellers, and investors to make confident decisions. With a deep understanding of market trends and investment strategies, I ensure that each transaction is tailored to maximize value, efficiency, and long-term success.

Strategic Growth & Investment Expertise

Beyond my work as a Realtor®, I have a diverse background in real estate strategy and investment. I currently own a real estate company that has:

- ✓ Helped over 170 Buyers and Sellers
- ✓ Owned & Managed 50+ Rental Properties
- ✓ Completed 100+ Property Flips
- ✓ Led Development of a 41-Home Subdivision
- ✓ Secured \$1M+ in Investor Funding

My expertise extends beyond traditional real estate—having led market expansion, revenue growth, and strategic planning for industry leaders like Redfin. I drove a 12% increase in market share and exceeded revenue targets by 135%, leading a team of high-performing agents.

Engineering Precision Meets Real Estate Innovation

I bring a unique engineering and problem-solving mindset to real estate. A graduate with honors from SUNY Buffalo with a B.S. in Engineering, I began my career at Rolls-Royce Aerospace, where I worked as a Project Engineer on Control Systems. This background has equipped me with a data-driven, analytical approach that I apply to market analysis, investment strategy, and real estate innovation.

"Rest assured, I will listen to you! With an understanding of your needs and goals, I will do my best to help you achieve them all."

Whether you're buying, selling, investing, or scaling a real estate portfolio, I bring the expertise, strategy, and dedication to help you achieve success.

Experience

Compass

Top-Tier Real Estate Strategist | Maximizing Home Value & Investments

January 2025 - Present (4 months)

As a Realtor at Compass, I help buyers, sellers, and investors navigate the real estate market with expertise, strategy, and dedication. I leverage cutting-edge technology, market insights, and a client-first approach to deliver exceptional real estate experiences.

Expert Market Knowledge – Providing in-depth analysis of local market trends to help clients make informed decisions.

Strategic Buying & Selling – Guiding clients through seamless transactions, from pricing strategies to negotiations and closing.

Client-Centric Approach – Building strong relationships based on trust, transparency, and personalized service.

Innovative Technology & Marketing – Utilizing Compass' industry-leading tools to maximize exposure, optimize listings, and enhance the buying experience.

Passionate about real estate, dedicated to client success, and excited to grow with Compass!

Redfin

7 years

Market Manager

February 2022 - January 2025 (3 years)

- Led and managed a team of 10 agents
- Achieved 100% Manager Satisfaction on a companywide conducted survey
- Increased market share from 0.83% to 1.55% (87%) through strategic planning and effective implementation of sales and marketing strategies
- Exceeding revenue targets (135%) by demonstrating exceptional leadership and strategic skills
- Streamlined the Team Meeting and 1x1 meeting cadence, resulting in more effective communication and increased productivity
- Optimized workflow for Pittsburgh operations by implementing a new sell-side playbook
- Successfully identified and on boarded new vendors, resulting in increased market competitiveness and profitability
- Maintained a 48% Mortgage Attachment Rate (company average 21%), while projecting an increase to over 70% by 2024, showcasing strong relationship building and forecasting ability

Team Manager

January 2020 - February 2022 (2 years 2 months)

Wayne, Pennsylvania, United States

- 2020 Rookie Team Manager of the year nationwide
- Led and managed a team of 18 agents
- 100% "Drive for 5" results (company average ~60%)
- Led Philadelphia market in all major company level KPI initiatives
- Attended market level meeting to evaluate trends in revenue, unit goals, headcount etc
- Contributed to the company's success by driving cross-functional synergy and productivity through effective engagement and communication with Support, Transaction coordinators, Tour coordinators, Mortgage and Title teams

Senior Licensed Realtor

February 2018 - January 2020 (2 years)

Wayne, PA

- Closed 54 transactions, generating \$24.3M in sales over the course of 12 months

- Achieved Presidents Club in the Philadelphia Market, becoming only the 2nd candidate to do so since 2009
- Streamlined the transaction process, enhancing client management, strategic negotiations, and closing efficiency
- Demonstrated expertise in customer satisfaction, strategy implementation, and successful deal closures
- Implemented effective negotiation strategies to maximize outcomes
- Drafted comprehensive contracts to mitigate risk for stakeholders.

Berkshire Hathaway HomeServices Fox & Roach, Realtors **Licensed Realtor**

March 2017 - February 2018 (1 year)

Media, Pennsylvania

- Provided expert guidance and information to prospective clients on market conditions and real estate transaction negotiations
- Designed and executed efficient marketing plans for listings, resulting in ~ \$800K in sales within the first 7 months
- Operated effectively under tight time constraints, consistently surpassing deadlines and achieving goals
- Hosted successful open houses and property tours in the Media and surrounding areas, showcasing the local area and highlighting its benefits to clients.

Trailside Woods LLC **Technical Program Manager**

December 2014 - March 2017 (2 years 4 months)

Indianapolis, Indiana Area

- Successfully launched the \$17M luxury home development project, Trailside Woods in Noblesville, IN, by conducting comprehensive market research to identify profitable opportunities and securing financial partners and residential home developers.
- Utilized expertise in market research to identify land suitable for residential development in Noblesville, IN, laying the foundation for the successful launch of the Trailside Woods project.
- Established strategic partnerships with financial partners and Fischer Homes to develop the \$17M luxury home development project, Trailside Woods, ensuring project feasibility and profitability.
- Demonstrated exceptional project management skills throughout the Trailside Woods project, evaluating design plans, reviewing contractor bids, and navigating the re-zoning process through the City of Noblesville City

Council, ultimately securing final bonding approvals through the Noblesville Engineering Department.

- Contributed to the successful completion of the Trailside Woods project by utilizing expertise in market research, strategic partnership building, and project management to deliver high-quality results while adhering to budget and timeline constraints.

Goal Investments

Real Estate Project Manager

October 2008 - March 2017 (8 years 6 months)

6110 W. 25th Street, Suite 24819, Indianapolis, IN 46224

- Directed and managed a profitable portfolio of 70+ properties, recruiting and training quality staff while maintaining fiscal integrity through budgeting and reporting.
- Demonstrated expertise in wholesale property acquisition through various methods, including foreclosure, delinquent notes, tax sales, assignments, and auctions.
- Successfully coordinated logistics for rehabs and wholesale investment properties, ensuring timely and cost-effective execution of projects.

Rolls-Royce

8 years 7 months

Project Engineer

September 2010 - March 2014 (3 years 7 months)

Indianapolis IN

- Ensured successful delivery of defined statement of work, meeting cost, specification, and time requirements
- Set technical and commercial milestones and monitored compliance with master plans and schedules
- Proactively addressed program issues, finding and implementing solutions such as resource allocation or changes to contractual specifications
- Functioned as a technical liaison between the supplier, internal customers, and end users
- Offered technical expertise and consultation to systems engineers and end customers.

Controls Hardware Development Engineer

September 2005 - September 2010 (5 years 1 month)

Indianapolis, IN

- Created technical requirements for sensors in high-speed turbine engines

- Assessed existing sensor components and recommended improvements
- Compared multiple options to determine the optimal sensor solution
- Supervised vibration and electromagnetic testing to validate the Hi-Mach control system
- Designed and developed an ignition system and power generator for a commercial turbine engine
- Facilitated communication and information sharing between cross-functional teams
- Conducted cost and weight optimization trade studies to ensure program efficiency
- Managed hardware development activities to maintain program schedule.

Parsons

Electrical Engineer II

March 2004 - September 2005 (1 year 7 months)

Newport, Indiana

- Designed electrical and communication systems for a chemical weapons demilitarization facility
- Created detailed scope of works, material lists, and cost/schedule estimates for over 20 electrical power designs
- Adhered to customer requirements and National Electric Code (NEC) standards
- Completed an extensive "as-is" plant electrical drawing, including equipment layout, single-line diagrams, electrical distribution panels, motor-control centers, switchgear, and cabling.

Deluxe Digital Studios

Authoring Engineer - Programmer for Hollywood Movie Studio's

March 2003 - March 2004 (1 year 1 month)

Wilkes-Barre, PA

- Oversaw and streamlined the authoring process for multiple television titles and films, resulting in reduced costs and improved efficiency.
- Trained and mentored new authoring engineers, ensuring smooth onboarding and skill development.
- Programmed a range of popular movies, including American Pie, Fast and the Furious, and Bruce Almighty, utilizing technical expertise and creative problem-solving to deliver high-quality products

Education

State University of New York at Buffalo
Bachelors, Electrical Engineer · (1999 - 2002)