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Lopez of Real Estate Sales Integration Solutions receives 2013 PRISM Sales Person of the Year Award

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Wayne Lopez, principal of Real Estate Sales Integration Solutions (RESIS), was awarded Silver for the "Sales Person of the Year: Builder or Associate" Award at the 2013 PRISM Awards Gala, hosted by the Builders and Remodelers Association of Greater Boston (BRAGB). RESIS is a Boston-based firm providing comprehensive marketing and sales consulting services and is the exclusive sales and marketing agent for 45 PROVINCE condominiums.

The biennial PRISM (Prestigious Results in Sales and Marketing) Awards recognize the building and design achievements of builders, developers, project owners, architects, land planners, marketing/advertising firms, interior design firms, remodelers, and other professionals in the home building industry.

Two submissions were selected as winners in each category and were judged for their exceptional craftsmanship, functionality and design appeal.

"It is an honor to be recognized by my fellow industry professionals with a PRISM award," said Lopez. "The record-breaking sales we achieved last year, and continue to achieve this year, validates that our target audience understands and appreciates the value of 45 PROVINCE and the Midtown neighborhood. We've worked relentlessly to get our message to our target buyers and are proud of what we've been able to accomplish."

At RESIS, Lopez is primarily responsible for the direction and management of residential sales programs and strategic marketing planning. A diverse background in portfolio management, market analysis, and construction development has led Lopez to achieve record sales with RESIS in the past year. In particular, Lopez oversees the marketing and sales for 45 PROVINCE, which is over ninety percent sold out and has achieved over \$170 million in sales. Most recently, Lopez put two penthouse homes with list prices above \$4.5 million under agreement and he has already closed six homes with sale prices above \$3 million this year at 45 PROVINCE.

"I've had the privilege of working with Wayne for over 10 years and have watched him work tirelessly this past year as he led our sales division to a record-breaking year," said Tina Bacci, principal of RESIS. "I continue to be impressed by his work ethic and his talent as he keeps momentum going and has surpassed even more sales records throughout this year, as well."

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