



SRES® Outstanding Service Award

An SRES® Outstanding Service Award recipient must have shown extraordinary performance and presence in their respective community; demonstrated that they are a source of knowledge and expertise in working with the senior market; and must have shown exceptional principles and furtherance of the principles of good practice among REALTORS® and the 50+ market.

Mark Kotch, SRES®, e-PRO®

Mark has been a licensed REALTOR® since 2004. After his initial career of over 20 years in the professional beauty industry, he decided to get off the road and build a new career in real estate. Mark has sold homes of all price points and in all kinds of markets. In 2015, Mark was hired as the trainer in the East Bay for new agents employed by Alain Pinel/Compass REALTORS®. Over 105 agents have been trained and mentored by Mark. Many of these agents are making a positive impact in the markets they serve. Since 2015 they have accounted for over 145 million in real estate sales. In 2020, Mark decided to focus 100% of his time selling real estate. The current market conditions are changing quickly, and Mark's past and present clients deserve to be represented appropriately.

Nothing matters more than helping a client transition between the good times of life and the not-so-good times of life. Mark writes this while being sheltered during a dramatic time in our history. Mark knows that now his clients and friends will need help and guidance in the next several months with the real estate decisions they will need to make. "Mark It Sold" has been Mark's slogan since his real estate career began.

Today more than ever, buyers and sellers need to know that their trusted professional has the knowledge and experience to navigate and negotiate this current market. Mark is involved in several community efforts to help seniors, the working poor, and the homeless around the Tri-Valley of the East Bay.

For years Mark has gathered gently used coats from clients, friends, and his real estate farm for the Knights of Columbus and St. Vincent DePaul in Hayward, CA, for distribution to the community. Since 2018, Mark has worked on Friday mornings picking up food close to being out of date from a local Safeway store and delivering to the Livermore Homeless refuge, Tri-Valley Interfaith Food Pantry, and several senior housing communities. Food that would be composted is now providing the hungry with weekly groceries.

COVID-19 has added struggles with these deliveries, but people are hungry every day, whether it's a pandemic or not. The latest project is to help seniors make doctor appointments. Mark is working with a group to provide free rides to their medical appointments. The fear among seniors regarding catching COVID-19 remains high, and a friendly face helps to calm some of their fear.