



MJ Peterson honors Lenahan, Simme and Laughlin at 31st annual awards ceremony

April 13, 2015 - Upstate New York

As his company celebrates its 85th year in business, Victor L. Peterson III, president of MJ Peterson, said that his business increased in 2014 and that diversification remains the strongest asset.

Peterson made his remarks during the State of the Company address at their 31st annual awards ceremony earlier this month.

He said his multi-generational business continues to grow, with a market share just under nine percent and closed sales finishing with a seven percent increase.

"Our local real estate market last year, according to the Multiple Listing Service, remained flat or slightly decreased in closed sales. MJ Peterson is ahead of the curve and has exceeded these respective percentages for closed sales in 2014," noted Peterson. The commercial division, he added, nearly doubled their closed business in 2014.

Peterson said his company's brokerage division had 38 sales production award winners, the highest number in company history. In addition, the company continues to increase their rental portfolio with 64 new units at Deer Lakes Apartments and 16 proposed units at Stonington Park Apartments; both complexes are located in Amherst.

MJ Peterson's land development group completed a new phase in Lancaster's Windsor Ridge subdivision; 27 building lots are ready for immediate construction.

Peterson noted that the company recently received final approval in Clarence for the Harris Hill Commons, a 66-lot subdivision featuring 50 percent green space and large building lots.

Peterson attributes much of the success not only to the company's diverse offerings, but also to a strong management team, steadfast family ownership, and an unprecedented spirit of teamwork across all areas of the business.

Several sales associates and employees were acknowledged for individual achievement at the ceremony: Susie Lenahan was recognized as top agent for the eighth consecutive year. Lenahan closed over \$21 million in residential sales in 2014. She has been the top Buffalo city agent for more than 16 years.

The Simme Advantage Team, lead by Steve Simme in Lancaster, was awarded the 2014 top team with their career high in sales - over \$22 million.

Lockport resident Laurie Laughlin was named 2014 Employee of the Year. A senior member of the accounting department, Laughlin also assists the IT and property management divisions. A Niagara University graduate, Laughlin has been with MJ Peterson for three years.