

CURRICULUM VITAE



MATTHEW RATHBUN

REAL ESTATE BROKER | PROFESSIONAL SPEAKER

MORE INFORMATION :



540.455.3350



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4024 Bonnie Brae Ct. Fredericksburg, VA 22047

SOCIAL CONNECTIONS

[LinkedIn.com/in/matthewrathbun](https://www.linkedin.com/in/matthewrathbun)

[Twitter.com/mattrathbun](https://twitter.com/mattrathbun)

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[matthewrathbun.com](https://www.matthewrathbun.com)

SPECIALIZED EDUCATION

- **ABR** – Accredited Buyer Representative
- **SRS** – Seller Representative Specialist
- **CRB** – Council Residential Brokers
- **CRS** – Certified Residential Specialist
- **GRI** – Graduate Real Estate Institute
- **CIPS** – International Prop. Specialist
- **ePRO** – Technology certification
- **GREEN** – Green Building Specialist
- **MRP** – Military Relocation Professional
- **RSPS** – Resort and Second Home
- **CDPE** – Distressed Property Expert
- **SRES** – Senior Real Estate Specialist

BROKER LICENSES

- Virginia
- Maryland
- Washington DC



ABOUT MATTHEW

Matthew Rathbun is a sought-after speaker, consultant, and mentor in the real estate industry. As an international speaker, Matthew has traveled and delivered 1000s of education courses to REALTORS. Matthew also leads a firm of hundreds of progressive high-performing real estate agents within his firm and is a licensed broker in the Commonwealth of Virginia, District of Columbia and State of Maryland.



WORK EXPERIENCE

[2004-PRESENT]

**NorthStar Academy
Virginia**

PRESIDENT/SPEAKER

Licensed real estate school offering a wide variety of training including keynote addresses, NAR designation courses, technology programs, marketing and continuing education.

[2009-PRESENT]

**Coldwell Banker Elite
Virginia**

EXECUTIVE VICE PRESIDENT

Oversee all operations of a large real estate firm in Fredericksburg, VA, with over 11 locations, various specialty groups, 200+ agents, and 50 staff members. Firm has held the number one market share for over a decade.

[2003-PRESENT]

**Various Firms
Virginia, DC, Maryland**

REALTOR | BROKER

High performing real estate agent, specializing in residential listing services and land transactions. Various awards and recognitions received.



REFERENCES

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SARAH LOUPPE-PETCHER

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ADORNA CAROLL

President Dynamic Directions

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INDUSTRY RECOGNITION

- REBI National Distinguished Educator Of The Year - 2021
- CRS National Instructor of the Year 2020
- Virginia Association of Realtors - Instructor of the Year 2007
- RISMedia Newsmaker – 2020, 2023, 2025 Influencer
- Virginia Realtors Graduate - Leadership Academy – 2007
- Fredericksburg Assoc. of Realtors – Realtor of the Year 2020
- Fredericksburg Assoc. of Realtors – President's Award 2010
- Fredericksburg Assoc. of Realtors – Code of Ethics Award 2011
- Fredericksburg Assoc. of Realtors – Rookie of the Year 2003
- Fredericksburg Assoc. of Realtors – Honor "Role"
- Fredericksburg Assoc. of Realtors – Production Awards
- Fredericksburg Assoc. of Realtors - Instructor of the Year
- Fredericksburg Assoc. of Realtors - Hall of Fame
- Coldwell Banker Recruiter Award – Virginia



ASSOCIATION EXPERIENCE

- NAR Affiliate Real Estate Business Institute - President 2025
- Fredericksburg Area Assoc. of REALTORS - Pres.-Elect 2025
- NAR Board of Directors - 2025
- Virginia REALTORS® - Vice Chair Standard Forms
- Richmond Assoc. of REALTORS - Vice Chair Standard Forms
- CRS Education Mastermind – National Chair
- NAR Professional Standard Committee
- NAR Professional Development Committee
- NAR CRD – ABR Advisory Board
- NAR CRB/REBI – Board of Directors
- NAR CRB/REBI – Professional Development Committee
- NAR Professional Standards Administrator
- MRIS / Bright MLS – Compliance Committee
- Coldwell Banker, Inc. – University Advisory Instructor
- NVAR Standard Forms Committee – Chair
- NVAR Professional Standards Committee - Hearing Panelist
- FAAR Managing Broker Network - Chair
- FAAR Education Committee – Chair
- FAAR Grievance Committee – Chair
- VAR Professional Development Committee
- VAR Information Management Committee – Vice Chair
- Sentrilock Advisory Board

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CURRICULUM AUTHOR

Matthew has written, co-written, or re-written the following national and state designations or certifications:

- Marketing The Listing - REBI
- Seller Representative Specialist - REBI
- Smart Home Certification - RRC
- Certified Real Estate Team Specialist - REBI
- Certified Residential Broker - REBI
- Real Estate Professional Assistant - REBI
- Digital Marketing Specialist - RRC
- ePRO Technology and Risk Management - CRD
- AI Certification Course - REBI
- Risk Management - Graduate of REALTOR Institute
- Broker and Agent Continuing Education Required Classes
- Salesperson and Broker Licensing Classes



ADDITIONAL EXPERIENCE

- Legal Expert Witness
- REALTOR Counsel - Agent Advocate in Ethics Complaints
- Strategic Planning for Associations, Brokers, and Agents
- Consultant for Real Estate Brokerages
- Development Coach - Real Estate Brokers
- Development Coach - Real Estate Agents
- Risk Reduction Consultant
- Technology Consultant