

REAL ESTATE BROKER ✦ SALES COORDINATOR ✦ MARKETING STRATEGIST
Solution Focused ✦ Client Relations ✦ Listing Management

Dynamic sales career reflecting extraordinary experience and record-breaking performance in the fast-paced and competitive real estate industry. Possesses an extensive documented track record of selling nearly 1800 homes and \$1B worth of real estate over the last 17+ years. Utilizes leading edge, strategic target marketing, unique lead generation techniques, listing SEO (search engine optimization), strong agent and mortgage lender networking, creative contract negotiations and innovative financing options to deliver successful results. Detail-oriented professional with excellent oral and written communication, interpersonal, organizational and time management skills.

SELECTED HIGHLIGHTS

- Ranked in the Top 1% of all Agents in the Nation: 2004 – Present
- Ranked #26 out of over 2M Realtors Nationwide by The Wall Street Journal: 2006-2008
- Ranked Annual Production volume Over 60M+ volume TPCAR Realtor Association 2005-2008
- Pierce Commercial Bank #2 Agent/Loan Officer (225+ Loans/Annually): 2006-2007
- Ranked in the Top 1% (#1) in John L. Scott/Washington Division (416 Homes Sold/2007): 2007-2008
- Ranked in the Top 1% (#2) in John L. Scott/Washington Division: 2006
- Ranked in the Top 1% (#7) in John L. Scott/Washington Division: 2005
- Ranked in the Top 1% (#11) in John L. Scott/Washington Division: 2004
- Ranked in the Top 1% (#15) in John L. Scott/Washington Division: 2003
- John L. Scott Presidents "Elite" Award: 2002

CORE COMPETENCIES

- Comparative Market Analysis/Research
- Client Consultation
- Contract Negotiation/Entitlement
- Valuation/Feasibility Studies
- Internet Marketing Expert
- Creative Financing / Rent to Own
- Inspection/Appraisal
- Due Diligence
- SFR/Multi-Family/Land

PROFESSIONAL EXPERIENCE

Leske Realty LLC ✦ Bonney Lake WA ✦ 2011 – Present
John L. Scott Real Estate Puyallup, WA ✦ 2002 – 2010
Windermere Real Estate ✦ Puyallup, WA ✦ 2001 – 2002
Pierce Commercial Bank/Washington State Mortgage ✦ Puyallup, WA ✦ 1998 – 2006
Real Estate Broker/Loan Officer/Mortgage Specialist



- Serve as a single family residential specialist averaging production of 100 sales annually
- Flexibly operate in Pierce, King and Thurston Counties
- Successfully negotiate sales prices ranging from \$100M – \$3 .8M+
- Accomplish an average list-to-sales rate of 96.75% (3-4% for price/sales negotiation)
- Recognized for achieving an average day-on-market standard of 67 days over the last 10+ years.
- Consistently exceed corporate and personal sales quotas – awarded numerous travel/incentive awards for ranking as the top producer company wide
- Develop lasting relationships with clients (buyers/sellers/Builders/Developers), agents and lenders resulting in repeat business, referrals and gaining a very positive reputation in the industry
- Recognized as the top selling agent in the office producing 24.67% of the office revenue in 2004-2008 with rolling a listing portfolio of \$56 million in residential real estate

- Increase annual revenues by 17% annually and took a declining market to high levels of sales within one year
- Gain a comprehensive knowledge of financial products, services and best practices to benefit Clients
- Retain and apply active problem solving support and negotiations involving closing matters
- Assist with listing sales by leading listing presentations, determine market valuation, MLS coordination, create strategic marketing campaigns and managing all contract sales and legal disclosures with sellers
- Act as a full time buyers' agent by speaking with prospective buyers, searching for appropriate listings, presenting and showing properties to buyers and negotiating contracts for clients
- Efficiently coordinate all transactions with duties such as thoroughly explaining all disclosures to clients, maintaining contact with lenders and escrow to ensure proper transaction, accompanying clients on physical inspections and negotiating requests for repairs
- Collaborate with brokers, appraisers and clients to successfully determine a fair and competitive market price
- Efficiently generate selected lists of potential properties compatible with buyers' needs
- Serve as a liaison in negotiations between buyers and sellers regarding property prices and settlement details and also during the closing of sales to guarantee a smooth transaction
- Accurately appraise properties using local comparison approaches to value to determine a fair market price
- Provide comprehensive financial information and analytical data to potential buyers/sellers
- Responsible for consistently visiting and showing multiple properties while thoroughly explaining all features of the homes to increase successful sales opportunities and closing ratios
- Effectively facilitate and handle all acquisition transactions ensuring all paperwork is properly filled out and the purchase is legal and binding by following up with the legal department
- Oversee all aspects of the listing/selling process, including ensuring all properties are updated and ready for sale, properly listing and advertising the properties for sale, thoroughly inspecting all properties, identifying possible repairs and collaborating with loan officers, attorneys and agencies for financing to complete the purchase

Additional Experience:

Evergreen State Homes, Puyallup, Wa: 1997 – 2002, Owner/Licensed Insurance Agent (Property & Casualty)

Prestige Motors, Tacoma, Wa: 1990 – 1997, Sales Associate, Sales Manager, Finance & Insurance Manager

ADDITIONAL CREDENTIALS

TECHNICAL SKILLS

Microsoft Office: Word, Excel, Power Point, Outlook; Facebook, Twitter, LinkedIn, Youtube, Final Cut Pro, Virtual Tour Factory, NWMLS Database, Google Analytics.

**CERTIFICATIONS/
TRAINING**

WA/DOL Licensed Real Estate Sales Agent: 2001
 WA/DOL Licensed Real Estate Firm/Owner: 2011
 WA/DOL Licensed Real Estate Managing Broker: 2011
 WA/DOL Licensed Real Estate Designated Broker: 2011
 Graduate of the Institute for Luxury Home Marketing and Sales: 2005
 Graduate Real Estate Economics and Investment Analysis: 2003
 Professionally Coached In Residential Real Estate Sales: 14
 Professional Certified Luxury Home Marketing Specialist: 2005
 Washington State Real Estate Law, Ethics 101, Professional Coaching by Mike Ferry (Nation's #1 Sales Trainer), Real Estate Marketing By CP Productions, Sales Negotiating by Tom Hopkins, New Home Training by Myers Barnes, New Home Training by Chris Seung, Life Coach by Anthony Robbins, Residential Real Estate Appraisal, CBA Commercial 101, Associates Housing Real Estate Financing, Real Estate Multi-Family Investment, RESNET, Equator, PC Bank HMDA/Reg-Z, FNMA/FHMC Guideline Training, GMAC Financing Training: 16+ Years

INTERESTS/ACTIVITIES

Mary Bridge Children's Hospital
 Financial support for local charities for disadvantaged children

References: Available Upon Request

