



MICHAEL ANDERSON

Senior Property Advisor

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SUMMARY

Distinguished Property Advisor with a profound expertise in residential and commercial real estate markets. Renowned for cultivating robust client relationships and delivering exceptional service through a meticulous understanding of market dynamics. Proven track record in negotiating high-value transactions and providing strategic insights that enhance property value. Adept at leveraging advanced analytical tools and market research to inform investment decisions.

WORK EXPERIENCE

Senior Property Advisor Prime Realty Group

Jan 2023 - Present

- Facilitated property acquisitions and dispositions for high-net-worth clients.
- Conducted in-depth market analyses to inform pricing strategies.
- Developed tailored marketing plans to enhance property visibility.
- Negotiated contracts and managed client expectations throughout the transaction process.
- Utilized CRM software to track client interactions and follow-ups.
- Mentored junior advisors on best practices and market trends.

Property Consultant Urban Nest Properties

Jan 2020 - Dec 2022

- Assisted clients in identifying suitable properties based on their investment goals.
 - Prepared comprehensive property reports showcasing market conditions.
 - Engaged in networking events to expand professional contacts and opportunities.
 - Provided property management advice to clients seeking long-term investments.
 - Coordinated property viewings and open houses to attract potential buyers.
 - Executed data-driven marketing campaigns utilizing social media platforms.
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EDUCATION

Master of Business Administration, Real Estate Management - University of California, Berkeley

Sep 2019 - Oct 2020

ADDITIONAL INFORMATION

- **Technical Skills:** Negotiation, Market Analysis, Client Relationship Management, CRM Software, Property Valuation, Strategic Planning
- **Awards/Activities:** Achieved a 30% increase in sales volume year-over-year.
- **Awards/Activities:** Recognized as Top Performer in Sales for three consecutive years.
- **Awards/Activities:** Successfully closed over \$50 million in real estate transactions.
- **Languages:** English, Spanish, French