



MICHAEL ANDERSON

Senior Property Broker

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SUMMARY

Dynamic Property Broker with over a decade of comprehensive experience in the real estate sector, specializing in residential properties. Demonstrated expertise in market analysis, client relationship management, and negotiation strategies that yield profitable transactions. Adept at leveraging technology to enhance property visibility and streamline transaction processes. Proven track record in achieving sales targets and fostering long-term relationships with clients, ensuring a high rate of repeat business.

WORK EXPERIENCE

Senior Property Broker Elite Realty Group

Jan 2023 - Present

- Managed a portfolio of high-value residential properties, ensuring optimal pricing strategies.
- Conducted comprehensive market research to identify emerging trends and investment opportunities.
- Developed and maintained relationships with clients, resulting in a 30% increase in repeat business.
- Utilized CRM software to track client interactions and streamline follow-up processes.
- Negotiated and closed transactions with a 95% success rate.
- Mentored junior brokers, enhancing team performance and client engagement.

Property Broker Cityscape Realty

Jan 2020 - Dec 2022

- Facilitated property viewings, showcasing features that align with client needs.
 - Collaborated with marketing teams to develop promotional materials that highlight properties.
 - Assisted clients in understanding financing options, enhancing purchase decisions.
 - Conducted open houses that attracted significant foot traffic and potential buyers.
 - Maintained up-to-date knowledge of local zoning laws and property regulations.
 - Achieved recognition as top seller in the office for three consecutive years.
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EDUCATION

Bachelor of Science in Real Estate Management, University of California, Berkeley

Sep 2019 - Oct 2020

ADDITIONAL INFORMATION

- **Technical Skills:** Market Analysis, Negotiation, Client Management, CRM Software, Sales Strategy, Property Valuation
- **Awards/Activities:** Closed over \$50 million in property sales in the last fiscal year.
- **Awards/Activities:** Ranked among the top 5% of brokers nationwide for client satisfaction.
- **Awards/Activities:** Received the 'Broker of the Year' award for outstanding sales performance.
- **Languages:** English, Spanish, French