



Myrna Cantando

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com

SUMMARY

Licensed Realtor with SL3390152 years of residential and commercial sales experience. Expert in planning and integrating new customer prospecting campaigns, increasing agency acquisition rate. Adept in contract drafting, negotiation, market research and client analysis.

SKILLS

- Market research
- Client relations
- Purchase agreements
- Property closing
- Palm Beach County market expertise
- Mortgage options

EXPERIENCE

Realtor

Lake Worth, FL

Southdale Properties/ Oct 2019 to Current

- Facilitated closing processes between lender, mortgage companies, buyers and sellers.
- Advised prospective clients on current market activities.
- Planned and coordinated open house events.
- Verified documentation accuracy and fund disbursement for sales.

Mortgage Loan Originator

Palm Beach Gardens, FL

Arch Mortgage/ Oct 2019 to Current

- Originated loans and assisted senior-level credit officers with complex loan applications.
- Consistently produced one of lowest delinquency ratios while maintaining high property sales recovery percentage.
- Monitored loan serving agreements and loan covenants to ensure compliance.
- Complied applications and paperwork and double-checked for accuracy.
- Educated customers on variety of loan products and available credit options to promote valuable decision-making.
- Executed loan origination process, including ordering credit reports, appraisals and preliminary title reports.
- Created financial analysis reports of commercial real estate, borrowers' financial statements, lease reviews and market research.
- Provided expert financial advice on mortgage and both educational and personal loans.
- Analyzed applicants' financial status, credit and property evaluation to determine feasibility of granting loan.
- Determined appropriate rate locks, issuance of disclosures, overage and underage waivers and fee waivers.
- Performed daily maintenance of loan applicant database.

Realtor

Wellington , FL

Bowen Realty/ Dec 2017 to Oct 2019

- Monitored fulfillment of purchase contract terms.
- Developed extensive professional network with real estate investors.
- Prepared market analysis statistics and bid presentation for buyers and sellers.

- Researched and determined competitive market price.
- Maximized customer savings by negotiating buyer and seller contracts.

EDUCATION AND TRAINING

Some College (No Degree): Biochemistry

Temple University

Philadelphia, PA