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| Courtney hoardCBHoard@gmail.com803-207-7748linkedin.com/in/courtneyhoard  |  | | --- | |  | | Objective Obtain a growing career as a New Homes Sales Consultant | | Professional Profile Licensed Realtor® (North Carolina & South Carolina) with over one year of experience and a proven track record selling residential real estate. | | |  | | --- | | experiencerealtor® / lake wylie realtyDecember 2015 – Present  * Became adept in Contract Drafting, Negotiations, Market Research & Client Analysis * Accompanied buyers during showings & inspections, giving them professional advice for them to make informed decisions * Conducted multiple CMA’s & obtained many listings and buyers, all leads were self-generated * Promoted sales of properties through advertisements, open houses, MLS & other online platforms * Interviewed clients to create a “Buyer Profiles” or “Seller Profiles” in order to serve them more efficiently * Sold over $2,500,000 since beginning my Real Estate Career | | EducationYork technical college Associates Degree – General Business  June, 2013  GPA: 4.0 SKILLS, DESIGNATIONS & ACHIEVMENTS | | * Strategic Listing Specialist® - 2016 * Member of the National Association of Realtors® (NAR) & the Carolina Association of Realtors® * Closed the highest first sale in Lake Wylie Realty employment history ($1,000,000) * Proficient in Microsoft Office, MLS Database | |