

Natalie Foster

Licensed Real Estate Agent

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- Results-driven real estate agent with 3 years of proven success in residential sales, having closed \$12.7M in total sales volume across 42 transactions in the competitive Austin metro market
- Demonstrated expertise in buyer and seller representation with 89% client satisfaction rating and 71% of business generated through referrals and repeat clients
- Strong negotiation skills resulting in average list-to-sale price ratio of 98.4%, consistently outperforming market averages
- Deep knowledge of Central Austin neighborhoods including Hyde Park, Clarksville, and Zilker, with specialized focus on first-time homebuyers and move-up buyers in the \$350K-\$750K range
- Proficient in MLS systems, CRM platforms, digital marketing strategies, and transaction management tools that streamline client experience and accelerate closings

WORK EXPERIENCE

Keller Williams Realty Austin

March 2021 – Present

Real Estate Agent

- Closed 42 residential transactions totaling \$12.7M in sales volume over 3-year period, ranking in top 15% of agents in office of 94 agents
- Achieved average days-on-market of 21 days for listings compared to 34-day market average through strategic pricing, professional staging consultation, and targeted digital marketing
- Generated 71% of business from referrals and repeat clients by maintaining consistent post-closing communication and providing exceptional market insights
- Negotiated average of \$8,400 in seller concessions for buyer clients and achieved 98.4% list-to-sale price ratio for seller clients through data-driven pricing strategies
- Built sphere of influence to 340+ contacts through community involvement, monthly market newsletter, and strategic social media presence resulting in consistent lead generation

Pottery Barn

June 2018 – February 2021

Sales Manager

- Managed \$1.8M in annual sales for high-end home furnishings, consistently exceeding quarterly sales targets by average of 23% through consultative selling approach
- Built loyal customer base with 47% repeat purchase rate by understanding client needs, following up post-purchase, and maintaining relationships through personalized outreach
- Trained and mentored team of 8 sales associates on needs-based selling techniques, product knowledge, and customer relationship management
- Negotiated with vendors and customers to resolve conflicts and reach mutually beneficial agreements on pricing, delivery timelines, and custom orders
- Developed visual merchandising strategies that increased showroom traffic by 31% and improved conversion rates from browsing to purchase

Momentum Marketing Group

January 2017 – May 2018

Account Coordinator

- Managed relationships with 15 client accounts in retail and hospitality sectors, serving as primary point of contact for campaign execution and strategic communication
- Coordinated multi-channel marketing campaigns with budgets ranging from \$25K to \$150K, ensuring on-time delivery and alignment with client objectives
- Conducted client needs assessments and presented tailored marketing solutions that resulted in 89% client retention rate
- Collaborated with creative, media, and analytics teams to deliver integrated campaigns while managing client expectations and project timelines

SKILLS

Real Estate Technical Skills

- MLS PIN (Austin Board of REALTORS®) for property research and listing management
- Dotloop and DocuSign for transaction management and digital document execution
- Follow Up Boss CRM for lead tracking, pipeline management, and client communication automation
- Comparative Market Analysis (CMA) and property valuation
- Canva and Adobe Spark for listing marketing materials and social media content
- BombBomb video email for personalized client communication
- Zillow Premier Agent and Realtor.com lead management platforms

Business Development & Interpersonal Skills

- Consultative selling and buyer/seller needs analysis
- Negotiation and conflict resolution in multi-party transactions
- Sphere of influence development and referral generation
- Open house hosting and lead conversion strategies
- Client relationship nurturing and retention
- Market trends analysis and communication to clients
- First-time homebuyer education and guidance
- Digital marketing and social media brand building

EDUCATION

Kaplan Real Estate Education

Completed: February 2021

Real Estate Pre-Licensing Education (180 hours)

University of Texas at Austin

Graduated: May 2016

Bachelor of Business Administration in Marketing

LICENSES & CERTIFICATIONS

Texas Real Estate Sales Agent License #0654321

Active, issued March 2021

Texas Real Estate Commission

Accredited Buyer's Representative (ABR) Designation

2023

National Association of REALTORS®

Pricing Strategy Advisor (PSA) Certification

2022

National Association of REALTORS®

Fair Housing & Ethics (Required Continuing Education) – 8 hours

2024

Texas Real Estate Commission

AWARDS & RECOGNITION

Top Producer Award

2023

Keller Williams Realty Austin

Ranked #12 out of 94 agents based on Gross Commission Income

Rookie of the Year

2021

Keller Williams Realty Austin

Highest first-year sales volume: \$3.8M across 14 transactions

Five Star Professional Award

2023

Austin Real Estate Excellence

Client satisfaction-based recognition awarded to fewer than 7% of agents in market

PROFESSIONAL DEVELOPMENT

"Navigating Multiple Offer Scenarios in a Competitive Market"

March 2024

Austin Business Journal

"5 Things First-Time Buyers Should Know About Austin Neighborhoods"

January 2024

Keller Williams Blog

Monthly Market Insights Newsletter

2022-Present

Self-published to 340+ subscribers

Neighborhood-specific sales data, market trends, and buyer/seller guidance for Central Austin

COMMUNITY INVOLVEMENT

Active Member

2021-Present

Austin Board of REALTORS®

Volunteer

2022-Present

Habitat for Humanity Austin

Committee Member

2023-Present

Hyde Park Neighborhood Association