



PRIYA RAMANATHAN

Real Estate Agent

Managing broker and brokerage owner with 17 years in Twin Cities residential real estate. Built a 34-agent independent brokerage closing \$312M in 2023 volume. Active producer alongside management; closed \$9.8M personally last year while overseeing compliance, recruiting, and training.

CONTACT INFORMATION

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EDUCATION

M.B.A., University of Minnesota Carlson School of Management, 2012
B.A. in Economics, Macalester College, 2006
Minnesota Real Estate Broker License (#40398721), 2013
CRB, CRS, and GRI designations

KEY SKILLS

- Brokerage operations and P&L management
- Agent recruiting and retention
- Minnesota real estate license law and compliance
- Contract review and risk management
- E&O insurance and trust account oversight
- NorthstarMLS
- Sisú, BrokerMint, and Skyslope
- Mentor and training program design
- Personal production and listing acquisition
- Mortgage and financing fluency
- Vendor and tech stack negotiation

PROFESSIONAL EXPERIENCE

- **Managing Broker and Owner, North Loop Realty Co., Minneapolis, MN**
2018 – Present
 - Founded brokerage and scaled to 34 licensed agents and 2 admin staff across 3 office locations.
 - Closed 847 sides in 2023 for \$312M in volume, ranking the firm #9 in Twin Cities transaction count per MAAR data.
 - Designed a 90-day onboarding program covering contract law, scripts, and CRM setup; new-agent first-year retention rose from 41% to 73%.
 - Reviewed and approved every purchase agreement and listing contract for compliance with Minnesota Commerce Department rules.
 - Negotiated E&O insurance and tech stack contracts, cutting per-agent operating cost from \$187 to \$134 per month.
- **Associate Broker and Team Lead, Lakeside Heritage Realty, St. Paul, MN**
2013 – 2018
 - Led a six-agent team producing \$48M in annual volume by 2017, up from \$19M when she took over the team.
 - Personally closed 38 listings per year on average with a 98.6% list-to-sale price ratio.
 - Built referral partnerships with 14 local lenders, title companies, and estate attorneys.
 - Mentored four agents who later opened their own teams; two remain top-50 producers in the MAAR.
 - Served on brokerage Standards of Practice committee, drafting buyer agency disclosure templates.
- **Real Estate Salesperson, Cedar Avenue Realty, Bloomington, MN**
2008 – 2013
 - Closed 142 transactions over five years across south metro suburbs.
 - Earned Rookie of the Year (2009) and Platinum Producer (2011-2013).
 - Specialized in first-time buyers using FHA and MN Housing down-payment assistance programs.
 - Built a sphere database of 600+ past clients still generating referrals today.
- **Mortgage Loan Officer Assistant, Great Northern Home Loans, Edina, MN**
2006 – 2008
 - Processed 320+ residential loan files including conventional, FHA, and VA products.
 - Coordinated with appraisers, title, and underwriters to clear conditions ahead of close-of-escrow.

- Built the financing fluency that later informed buyer consultations and listing pricing.