



MARISOL REYES

Real Estate Agent

Licensed REALTOR with seven years selling single-family and waterfront homes across Hillsborough and Pinellas counties. Closed \$42.6M in volume since 2019 with a median list-to-sale ratio above 99%. Known for tight pricing strategy, calm negotiation, and a referral-heavy pipeline.

CONTACT INFORMATION

 (813) 555-0142

 marisol.reyes@example.com

 Tampa, FL

KEY SKILLS

- Stellar MLS, Bright MLS
- Pricing strategy and CMA
- Buyer and seller representation
- Multiple-offer negotiation
- Skyslope, dotloop, DocuSign
- Zillow Premier Agent, Follow Up Boss CRM
- Listing photography coordination
- Open house and farming strategy
- Title and escrow coordination

PROFESSIONAL EXPERIENCE

2021 - Present

Senior Sales Associate | Coastline Key Realty, Tampa, FL

- Closed 38 transactions in 2023 totaling \$18.4M in sales volume, ranking #3 of 47 agents in the brokerage.
- Built a buyer pipeline through Zillow Premier and door-knocking in South Tampa, converting roughly one in four leads to a signed BBA.
- Negotiated 22 multiple-offer situations on behalf of buyers; won 14 without escalating above appraised value.
- Coached two new agents through their first six closings, including transaction file setup in Skyslope.

2019 - 2021

Real Estate Agent | Bayshore Property Group, St. Petersburg, FL

- Listed and sold 41 properties over two years with an average 11 days on market versus a 24-day MLS average.
- Ran open houses every weekend for 18 months, generating 60+ buyer leads and seven direct listing appointments.
- Wrote pricing CMAs using MLS comps and Realist tax data; pricing came within 2% of final sale on 9 of 10 listings.
- Partnered with a stager and drone photographer to refresh tired listings, cutting average DOM on relisted homes by half.

EDUCATION

B.A. in Communication, University of South Florida, 2017

Florida Real Estate Sales Associate License (SL3429871), 2018

REALTOR designation, National Association of REALTORS