



Nikhil Abbott

Leasing Professional

Certified Apartment Leasing Professional (formerly NALP) with 6 years of experience closing lease renewals, coordinating unit turnovers, and running digital marketing campaigns in RentCafe, Yardi, and AppFolio. Reduced unit turnover time from 22 days to 11 days by building a vendor punch-list system that aligned make-ready crews within 48 hours of each move-out.



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KEY SKILLS

- Yardi
- RentCafe
- AppFolio
- Lease Negotiation
- Market Comparable Analysis
- Fair Housing Regulations
- Resident Retention Strategies
- Microsoft Excel
- Move-In/Move-Out Coordination
- Digital Marketing Campaigns

CERTIFICATIONS

- Certified Apartment Leasing Professional (formerly NALP), National Apartment Association Education Institute, 2022

PROFESSIONAL EXPERIENCE

LEASING PROFESSIONAL | HAW RIVER RESIDENTIAL GROUP, SANFORD, NC 2023 – PRESENT

- Reduced unit turnover time from 22 days to 11 days by creating a vendor punch-list system that aligned cleaning, painting, and flooring crews within 48 hours of each move-out.
- Closed 34 lease renewals per quarter across a 168-unit garden-style community by contacting residents 90 days before expiration and presenting competitive renewal offers.
- Launched a neighborhood-targeted social media campaign in RentCafe that generated 43 new tenant inquiries per month, up from 19 before the campaign.
- Accompanied prospective residents on property walkthroughs, advising on floor-plan suitability and comparing amenities with 4 nearby communities to address pricing questions.

LEASING CONSULTANT | DEEP RIVER PROPERTY PARTNERS, PITTSBORO, NC 2021 – 2023

- Shortened average unit turnover time from 19 days to 13 days by scheduling make-ready tasks in Yardi and flagging incomplete items within 24 hours.
- Closed 26 lease renewals per quarter for a 132-unit community by reviewing comparable rental prices on MLS and presenting value summaries to hesitant tenants.
- Designed a quarterly email newsletter that drove 27 additional tenant inquiries per month from the existing waitlist and referral contacts.
- Compared each vacant unit with recently leased comparable properties to recommend pricing adjustments, reducing days-on-market by 4 days per listing.

LEASING ASSISTANT | CAPE FEAR APARTMENTS LLC, SILER CITY, NC 2020 – 2021

- Coordinated move-out inspections and vendor schedules that helped reduce unit turnover time to 17 days across an 84-unit property.
- Prepared lease and renewal offers for the lead consultant, assembling lease packets in AppFolio within 3 hours of approval.

- Fielded an average of 58 tenant inquiries per month via phone and email, logging each contact in the property management system for follow-up tracking.

EDUCATION

- BBA in Business Administration
Campbell University, Buies Creek, NC | 2016 – 2020