Jamie Yilmaz

Real Estate Agent

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SUMMARY

Licensed real estate agent with 3 years closing residential sales in the Charlotte metro, averaging 22 transactions a year with a median sale price of $385,000. Built a referral pipeline that now supplies 40% of new clients and holds a 97% on-time closing rate. Comfortable running both buyer and listing sides.

EXPERIENCE

Real Estate Agent — Brightleaf Realty Group

Charlotte, NC · Apr 2023 – Present

- Closed 24 residential transactions in the past 12 months totaling $9.2M in sales volume, 18% above the brokerage's agent average.
- Priced and staged 14 listings that sold at a median of 101% of list price and averaged 11 days on market, versus a 28-day area median.
- Built a past-client and referral program with quarterly check-ins and a closing-gift follow-up, now generating 40% of new buyer leads.
- Negotiated repair credits and financing contingencies on 9 inspection-heavy deals, keeping all 9 under contract through closing.

Real Estate Agent — Carolina Crest Properties

Charlotte, NC · Feb 2022 – Mar 2023

- Closed 16 transactions in a first full year, split evenly between buyer and seller representation, totaling $5.1M in volume.
- Ran open houses for 30 listings and converted 11 walk-ins into represented buyer clients within 6 months.
- Co-managed a 200-contact CRM with weekly email updates, lifting response rates on cold leads from 4% to 9%.

SKILLS

Transactions: Buyer and listing agreements, CMAs, inspection negotiation, closing coordination

Marketing: MLS listing optimization, Matterport tours, social media ads, open house staging

Tools: Follow Up Boss CRM, DocuSign, Zillow Premier Agent, Canva

Market: Comparative market analysis, financing types (conventional, FHA, VA), local zoning basics

CERTIFICATIONS

NC Real Estate Broker License, 2021

Accredited Buyer's Representative (ABR), 2023

EDUCATION

B.A. Communication, University of North Carolina at Charlotte, 2020

Fictional example by FindAJobAI: the person, employers and numbers are invented.