

Cymone Iuliano

Real Estate Agent

Profile

Details

cymone.iuliano@gmail.com

577-352-9542

29 Vista Flores, Pleasanton, CA 94566

A result-oriented and successful professional with more than 4 years of experience in the Real Estate industry. Expertise in residential and commercial real estate, developing marketing plans, negotiating contracts, and providing exceptional customer service throughout the entire process. Demonstrated ability to work independently as well as part of a team. A motivated self-starter who is always looking for new opportunities to grow professionally.

Employment History

Buyers Agent at Keller Williams Realty - Texas

May 2022 - Present

- Listed and sold a property in under two weeks.
- Successfully negotiated 10 percent below list price.
- Found buyers for a difficult to sell home.
- Sold 8 properties in one month.
- Worked with first time homebuyers.

Listing Agent at RE/MAX - Arizona

Sep 2018 - Apr 2022

- Sold 100 homes in one year.
- Negotiated a \$50,000 reduction in the purchase price of a home.
- Gotten listings accepted that were rejected by other agents.
- Helped buyers win bidding wars against all-cash offers.
- Provided expert guidance and support to first-time homebuyers.

Education

Associate's Degree at Purdue University, West Lafayette, IN

Sep 2014 - May 2018

Links

[linkedin.com/in/cymoneiuliano](https://www.linkedin.com/in/cymoneiuliano)

Skills

Familiarity with real estate contracts and lease agreements

Ability to negotiate on behalf of clients

Working knowledge of the local real estate market

Analytical skills for evaluating property values and investment potential

Excellent communication and customer service skills

Organizational abilities in order to keep track of multiple clients and properties

Physical stamina for walking around during showings

Languages

English

Arabic

Certificates

National Association of Realtors certification (NAR)

Dec 2018

Accredited Buyer's Representative (ABR)

Apr 2017