

Esther Kopicki

Real Estate Broker

Profile

Employment History

Education

Details

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(674) 245-5447

123 Oak Street, Lexington, KY 40507

A dedicated Real Estate Broker with 2 years of experience in providing exceptional customer service and expert guidance in property transactions. Possesses a strong track record of successfully assisting clients in buying, selling, and renting properties while ensuring a smooth and efficient process. Skilled in negotiating contracts, analyzing market trends, and cultivating lasting relationships with clients. Committed to continued professional growth and staying current with industry advancements.

Real Estate Broker at Keller Williams Louisville East, KY

Mar 2023 - Present

- Successfully closed over 100 property deals within a year, generating more than \$25 million in sales volume for Keller Williams Louisville East, KY.
- Ranked in the Top 5% of real estate brokers in the Louisville area for three consecutive years, consistently outperforming market benchmarks and competition.
- Spearheaded a marketing campaign that increased client inquiries by 35%, resulting in a 20% increase in property listings and an additional \$10 million in sales revenue.
- Developed and maintained a strong network of over 300 clients and professional contacts, leading to a 25% referral rate and contributing significantly to the overall growth of the brokerage.

Associate Real Estate Broker at Semonin Realtors, KY

Jul 2021 - Jan 2023

- Successfully closed over \$10 million in property sales in a single year, representing both buyers and sellers in various transactions throughout Kentucky.
- Exceeded annual sales target by 25%, resulting in recognition as a top producer within Semonin Realtors and earning a spot in the company's prestigious President's Circle.
- Facilitated a complex multi-million dollar commercial real estate transaction, involving the negotiation and coordination of multiple stakeholders, ultimately closing the deal within a tight deadline and contributing significantly to the company's revenue.

Bachelor of Science in Real Estate and Brokerage at University of Kentucky, Lexington, KY

Aug 2017 - May 2021

Relevant Coursework: Real Estate Principles, Property Management, Real Estate Investment Analysis, Real Estate Finance, Real Estate Appraisal,