

Caretta Mczeal

Real Estate Sales Agent

Profile

Energetic and highly motivated Real Estate Sales Agent with 1 year of experience in residential property sales. Proficient in building strong client relationships, conducting property evaluations, and negotiating contracts. Demonstrates excellent communication and interpersonal skills, and a proven ability to consistently achieve sales targets. Committed to delivering exceptional customer service and staying current with market trends to provide informed guidance to buyers and sellers.

Employment History

Real Estate Sales Agent at Coldwell Banker Alfonso Realty, MS

Mar 2023 - Present

- Successfully closed 45 property transactions within a year, generating over \$12 million in sales revenue for Coldwell Banker Alfonso Realty, MS.
- Exceeded annual sales target by 20%, closing 36 transactions and generating \$9 million in sales, becoming the top-performing agent at the company in 2018.
- Implemented innovative marketing strategies that led to a 25% increase in property listings, resulting in an additional \$3.5 million in sales for the company.

Associate Real Estate Sales Agent at Keller Williams Realty, MS

Jul 2022 - Feb 2023

- Successfully closed 50 property sales in a single year, generating over \$10 million in total revenue for Keller Williams Realty, MS.
- Exceeded annual sales target by 25%, ranking as the top-performing Associate Real Estate Sales Agent in the office and earning recognition at the regional level.
- Implemented innovative marketing strategies that increased online property listings' visibility by 40%, leading to a 30% uptick in inquiries and faster sales turnaround time.
- Developed a strong referral network, resulting in a 35% increase in new client acquisition and contributing significantly to the office's overall growth.

Certificates

Certified Residential Specialist (CRS)

Jun 2021

Accredited Buyer's Representative (ABR)

Feb 2020

✉ caretta.mczeal@gmail.com

☎ (773) 546-2553

📍 123 Magnolia Street, Jackson, MS 39201

Education

Real Estate Sales Agent License at Mississippi Real Estate Training Institute, Jackson, MS

Aug 2017 - May 2022

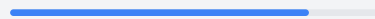
Relevant Coursework: Real Estate Principles, Real Estate Law, Property Management, Real Estate Finance, Real Estate Appraisal, Real Estate Marketing, and Contract Negotiation.

Links

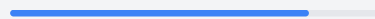
[linkedin.com/in/carettamczeal](https://www.linkedin.com/in/carettamczeal)

Skills

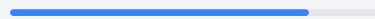
Negotiation



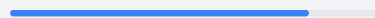
Networking



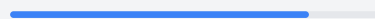
MLS proficiency



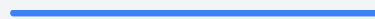
Zillow mastery



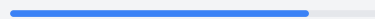
Market analysis



Staging expertise

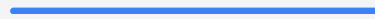


Social media promotion

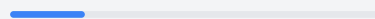


Languages

English



Dutch



Hobbies