

Abraham Mason

Entry-Level Real Estate Agent

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STRENGTHS

-  **Buyer Discovery**
Asked practical questions about budget, financing, timing, and renovation tolerance; instructors valued clear next-step recommendations.
-  **Property Research**
Compared listings, sales, condition notes, and neighborhood signals; careful preparation made complex choices easier for review panels.
-  **Pipeline Discipline**
Recorded contacts, stages, follow-up dates, and actions in CRM exercises; structured habits kept simulated buyers from being overlooked.
-  **Clear Presentations**
Explained property assumptions, risks, and renovation needs to a five-member panel; calm delivery earned recognition for presentation quality.
-  **Persistent Learning**
Returned to weak assumptions after feedback and improved buyer templates; that response helped secure capstone approval and stronger work.

SKILLS

- Buyer qualification Prospecting
- Lead follow-up CRM workflows
- Excel MLS property data
- Buyer presentations
- Transaction documentation
- Market research Property analysis
- Negotiation preparation
- Pipeline organization
- Professional communication
- Persistence Time management

SUMMARY

Early-career Texas real estate professional prepared to serve motivated buyers seeking distressed residential properties. Holds a **Texas Real Estate Sales Agent License**, completed real estate principles coursework, and practiced buyer representation, **comparative market analysis**, prospecting, lead qualification, transaction documentation, and property presentations. Built mock pipelines across Austin listings, reviewed renovation signals, organized CRM follow-up, and translated buyer goals into practical search criteria. Academic projects strengthened research, spreadsheet analysis, communication, persistence, and daily activity habits needed for commission-only 1099 work. Clear presentations and careful preparation supported productive feedback from instructors, peers, and review panels. Ready to contribute full-time within a structured **five-week training program**, continuous coaching, supportive culture, and **proven nationwide system** while helping buyers make confident decisions and building lasting client relationships.

EDUCATION

Bachelor's Degree in Marketing
University of Texas at Austin  GPA: 3.8  2026  Austin, TX
***Coursework:** Real Estate Principles, Sales Management, Consumer Behavior, Marketing Research*

TECHNICAL SKILLS

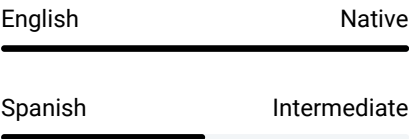
- Real Estate Licensing:** Texas Sales Agent License, Real Estate Principles, Transaction Documentation
- Buyer Representation:** Buyer Discovery, Buyer Qualification, Buyer Presentations
- Property Analysis:** Comparative Market Analysis, Listing Analysis, Property Condition Review
- Distressed Properties:** Renovation Signals, Repair Estimates, Ownership Records
- Prospecting Systems:** Phone Outreach, Email Outreach, Event Follow-Up
- CRM Platforms:** HubSpot CRM, Contact History, Lead Stages
- Spreadsheet Tools:** Microsoft Excel, Pipeline Dashboards, Spreadsheet Adjustments
- Market Research:** Public Listings, Comparable Sales, Neighborhood Trends
- Transaction Workflows:** Showing Plans, Offer Preparation, Disclosure Checkpoints
- Sales Methods:** Inbound Sales, Discovery Questions, Follow-Up Sequences
- Communication Tools:** Microsoft Office, Email, Presentation Materials
- Real Estate Data:** MLS-Style Data, Listing Status, Sale History

EXPERIENCE

Real Estate Agent Practicum Student
Austin Real Estate Practicum  January 2026 - April 2026  Austin, TX
Supervised practicum focused on **buyer representation**, distressed-property research, prospecting, CRM activity, **comparative market analysis**, and transaction workflow. Supported simulated clients through discovery, property evaluation, presentation, and follow-up exercises.

- Built a distressed-property **pipeline** from neighborhood inventory, ownership records, renovation signals, and buyer preferences across 42 listings.
- Qualified simulated buyers through discovery questions covering budget, financing readiness, location, renovation tolerance, and purchase timing.
- Prepared comparative market analyses using recent sales, active listings, condition notes, and spreadsheet adjustments for instructor review.
- Practiced phone, email, and event follow-up sequences while recording contact history and next actions in **CRM** training.
- Presented buyer recommendations to a five-member panel, explaining assumptions, risks, and renovation considerations clearly.

LANGUAGES



MY CAREER



- Real Estate Agent Practicum Student at Austin Real Estate Practicum (3 Months)
- Residential Property Acquisition Analyst at University Real Estate Capstone Project (4 Months)
- Real Estate Research Assistant at Student Real Estate Market Research Lab (3 Months)

- Documented showing plans, offer preparation steps, disclosure checkpoints, and follow-up requirements for organized transaction practice.

Residential Property Acquisition Analyst

University Real Estate Capstone Project 📅 January 2026 - May 2026 📍 Austin, TX

Academic acquisition analysis examined residential opportunities for renovation-focused buyers. Produced client-ready research, buyer intake tools, Excel pipeline reporting, property rankings, and strategy presentations under faculty review.

- Evaluated a 60-property dataset to identify distressed homes suited to buyers seeking renovation opportunities.
- Ranked candidate properties using listing prices, comparable sales, repair estimates, days on market, and neighborhood trends.
- Created a buyer intake worksheet linking lifestyle goals, available funds, financing assumptions, and renovation preferences.
- Built an **Excel** pipeline dashboard tracking lead stage, property status, follow-up date, offer range, and documentation needs.
- Presented a 20-minute property strategy briefing covering evidence, negotiation considerations, risks, and analysis limitations.
- Revised assumptions after peer and faculty feedback, earning capstone approval with clearer buyer communication templates.

Real Estate Research Assistant

Student Real Estate Market Research 📅 September 2025 - December 2025 📍 Austin, TX Lab

Faculty-supervised research role focused on Austin distressed-home activity, listing data, buyer personas, lead scoring, market snapshots, and reproducible research documentation.

- Collected public listing information for 85 properties across three Austin-area neighborhoods supporting faculty research.
- Standardized condition categories, listing status, sale history, and neighborhood notes in a shared research workbook.
- Mapped buyer personas for first-time purchasers, renovation-focused buyers, and small residential investors from interview summaries.
- Tested a lead-scoring worksheet and documented questions that improved budget, location, and condition qualification consistency.
- Prepared weekly market snapshots connecting inventory movement and pricing patterns with buyer outreach scenarios.
- Maintained citations, version-controlled notes, and presentation materials so classmates could reproduce research findings.

PROJECTS

Austin Distressed Property Buyer Map 📅 2026

Created a research-based buyer map connecting neighborhood inventory, property condition signals, comparable sales, and renovation preferences. Findings supported clearer search conversations and acquisition decisions.

Residential Lead Qualification Dashboard 📅 2026

Built an Excel dashboard for lead stages, buyer priorities, property status, follow-up dates, offer ranges, and documentation needs. Structure encouraged consistent pipeline habits.

LEADERSHIP & AWARDS

- Dean's List, University of Texas at Austin, Fall 2025 and Spring 2026.
- Real Estate Capstone Presentation Recognition, University of Texas at Austin, 2026.
- Outstanding Market Research Brief, Student Real Estate Market Research Lab, 2025.

CERTIFICATIONS

- Texas Real Estate Sales Agent License 📅 2026
- Real Estate Principles and Practice Coursework 📅 2026
- HubSpot Academy Inbound Sales Certification 📅 2026

PROFESSIONAL AFFILIATIONS

- Peer Coordinator, University Real Estate Association, 2025-2026; supported student learning and connection.
- Workshop Lead, McCombs Student Career Network, 2026; guided practical career preparation sessions.

ADDITIONAL INFORMATION

Work Status : Authorized to work in United States. No sponsorship required.

REFERENCES

AVAILABLE ON REQUEST