

Abraham Mason

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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

SKILLS

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

EXPERIENCE

Real Estate Agent Practicum Student

January 2026 - April 2026

Austin Real Estate Practicum

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

Residential Property Acquisition Analyst

January 2026 - May 2026

University Real Estate Capstone Project

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

September 2025 - December 2025

Student Real Estate Market Research Lab

Austin, TX

- 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.

LANGUAGES

- English (Native) • Spanish (Intermediate)

ADDITIONAL INFORMATION

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

REFERENCES

AVAILABLE ON REQUEST