



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

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.

Professional communication

Persistence Time management

LANGUAGES

English Native

Spanish Intermediate

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)

- 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

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