



Johnathan Fields

Senior Residential Real Estate Broker

CONTACT

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- United States, New York, NY

EDUCATION

Bachelor of Science in Business Administration

University of New York, Graduated: May 2014

Certifications

- Licensed Real Estate Broker**, New York Department of State, 2019
- Real Estate Negotiation Expert (RENE)**, National Association of Realtors, 2017

PROFESSIONAL SUMMARY

Motivated and results-driven Residential Real Estate Broker with experience in property sales, client relationship management, and contract negotiation. Seeking to leverage deep market knowledge and a strong track record of successful transactions to help clients find their dream homes and build lasting relationships.

EXPERIENCE

Senior Residential Real Estate Broker 2018 - Now Blue Sky Realty, New York, NY

- Lead and managed a team of 5 junior brokers, providing training on the market and client interaction.
- Closed over 100 transactions valued at \$50M+, exceeding sales targets by 15% year over year.
- Developed marketing strategies, including social media campaigns and open house events, to attract potential buyers.
- Negotiated successful deals with clients, ensuring they received top-tier service throughout the process.

Real Estate Broker 2015 - 2018 Downtown Realty, New York, NY

- Managed over 30 residential transactions annually, resulting in an average sales increase of 10%.
- Collaborated with mortgage brokers, inspectors, and appraisers to ensure smooth transactions.
- Developed deep knowledge of local neighborhoods and kept clients informed about market trends.
- Provided clients with expert advice on property investment and home purchasing strategies.

SKILLS

Property market analysis	★★★★★
Negotiation and contract management	★★★★★
Client relationship building	★★★★★
Marketing and advertising strategies	★★★★★
Local market knowledge	★★★★★
Real estate investment strategies	★★★★★