# JULIAN MERCER

**REAL ESTATE AGENT**

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## PROFESSIONAL SUMMARY

Licensed Real Estate Agent with 4+ years at Compass, starting in transaction support and now representing buyers and sellers in the Bay Area. Strong at pricing, staging advice, negotiation, and keeping closings on schedule.

## PROFESSIONAL EXPERIENCE

**Real Estate Agent** Jul 2024 - Present
**Compass, San Francisco, CA**

- Closed 24 residential transactions worth $21 million in volume across condos and single-family homes in my first two full years as an agent.
- Priced listings with comparable sales analysis and neighborhood trends, selling homes in a median of 19 days at about 101% of list price.
- Advised sellers on staging, minor repairs, and photography, which produced an average of six offers on the last eight listings.
- Negotiated repair credits and contingency terms for buyers that saved clients about $9,000 on average without delaying close.
- Built a referral network of lenders, inspectors, and attorneys, and repeat or referred clients now make up about 40% of business.
- Hosted weekly open houses and followed up with every visitor within a day, converting roughly one in ten into active buyers.
- Sent a monthly market update to 300 past clients and contacts, which brought in five listing conversations from prior customers.

**Transaction Coordinator and Listing Assistant** Mar 2022 - Jun 2024

- Coordinated paperwork, disclosures, and deadlines for more than 60 transactions with no missed contingency dates over two years.
- Prepared listing packets, MLS entries, and marketing flyers for a team of four agents, trimming listing launch time from five days to three.
- Scheduled inspections, appraisals, and final walk-throughs and kept clients updated, which earned a 4.9 average client review score.
- Tracked commission statements and escrow milestones in a shared spreadsheet that gave the team a weekly pipeline view.
- Held the real estate salesperson license while shadowing showings and negotiations, which led to the promotion to agent.
- Created listing descriptions and social posts that lifted online listing views by about 25% compared with earlier team listings.

## CORE SKILLS

Property listings | Client negotiation | Comparative market analysis | Buyer representation | Seller representation | Open houses | MLS | Contract review | Lead follow-up | Staging advice | Local market knowledge | CRM | Transaction coordination | Social media marketing

## EDUCATION

**B.A. in Business Administration**, San Francisco State University, San Francisco, CA

## CERTIFICATIONS

State Real Estate Salesperson License | NAR Member