



## **Real Estate Resume**

Curt Chapman  
Real Estate Broker  
DRE #01787104

### **Affiliation**

Chapman Realty  
5222 Victoria Place  
Westminster, CA 92683

### **Experience**

I am the broker/owner of Chapman Realty, hold a corporate broker's license, have practiced real estate for over ten years in Southern California and I am a continuing member of the National Association of Realtors and California Association of Realtors.

My professional experience includes more than thirty years of progressive sales management and marketing development experience with major manufacturing corporations involved in the new home construction industry coupled with a Bachelor of Science Degree in Marketing.

My corporate affiliations include but are not limited to national names like KB Homes, Pulte Homes, DR Horton, Centex Homes and Standard Pacific Homes. Through this experience I have obtained a broad understanding of changing market conditions and what affects home values. Additionally, I am familiar with residential construction codes and practices. I believe this deeper understanding of the residential home product exceeds the requirements of the average real estate salesperson in the industry.

My corporate experience and educational background in sales and marketing will assist in developing the optimal price and promotional program for your home. Through this experience, I have a proven ability to analyze markets, buyer influences, and competitive conditions for optimal results.

I strive to obtain a quick sale at the highest price that meets your homes market criteria, sales feature and personal timeline. I am honest up front in my business edict and demonstrate initiative, integrity and leadership in all areas of professional performance.

### **Education**

Bachelor of Science in Marketing, Arizona State University, 1980

College Division Studies: \* Real Estate Principles & Practices \*Real Estate Finance \*Property Appraisal \*Mortgage Loan Processing \*Real Estate Law \*Economics \*Consumer Marketing \*Quantitative Analysis

### **License**

Real Estate Broker's License #01787104

Corporate License #02074215