

Personal

Name

Nathan Shallot

Address

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Nathan Shallot

Licensed real estate broker with over 10 years of experience in property markets across Missouri and Illinois. Expert knowledge in real estate law and portfolio management. Experience managing multiple development projects, including commercial properties, office spaces, and mixed-us residential. Strong communication skills and capable of building relationships with buyers and sellers.

Work experience

Senior Commercial Real Estate Agent

Sep 2018 - Present

ABC Commercial Realty, St. Louis, MO

- Efficiently negotiate lease prices and terms with individual clients.
- Facilitate meetings with property managers, lenders, engineers, and architects to ensure projects are completed efficiently and on time.
- Directly contributed to commercial real estate transactions with an average yearly sales volume of \$1.5 million.
- Create new business through targeted marketing campaigns, increasing new real estate accounts by 25%.

Real Estate Agent

Sep 2013 - Sep 2018

XYZ Realty, Columbia, MO

- Used emerging marketing strategies, such as social media and events, to market properties, leading to a 15% increase in offer prices.
- Worked with residential and commercial property clients to facilitate real estate transactions.
- Kept up to data on market trends and regularly analyzed the local market to ensure clients received the best advice on buying decisions and valuations.

Education

Master's in Real Estate

2018


University of Missouri, Springfield, MO

Bachelor of Science in Real Estate

2013

Missouri University, Columbia, MO

Skills

Resourceful and organized 

Advanced negotiation skills 

Interpersonal communication and customer service 

Property marketing strategies 

Local real estate regulations and laws 

Certifications

Real Estate Broker License, Missouri, 2020