**Penni Chasens**

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**Professional Profile**

* Over 25+ years of residential and commercial sales experience.
* Multiple Top Producing Agent Awards
* Prior to Real Estate, had the role of CEO of International Merchandise Trade company
* Able to generate own business through social networking and prospecting.
* Adept in contract drafting, negotiation, and market research.
* Active member of the Miami Board of Realtors, Executive Board Member of Master Broker's Forum, National Association of Realtors and Miami's Elite Condo Experts Group.
* **Philanthropy:** Feeding South Florida, United Way, Jewish Federation, Best Buddies and Voices for Children

**Experience**

**Cervera Real Estate**  **Miami, FL**

*Real Estate Sales Agent*  *1995 – Present*

* Prepares documents such as listing agreements, contracts and leases.
* Works closely with developers to facilitate residential sales, participated in over 15+ pre-construction projects, resulting in almost half a billion dollars in sales.
* Accompany buyers to properties, advising them on the suitability and value of the homes they are visiting based on current market conditions and evaluates financing options and compares properties with similar properties that had recently sold to determine competitive market prices by providing market analysis reports via CMA.
* Attends quarterly seminars and training sessions for sales agents to improve sales techniques.
* Promotes weekly sales of properties through advertisements, open houses, multiple listing services and other online advertising platforms.
* Keep up to date on competitive real estate knowledge through reviewing listings and trade journals.

**Education**

**Temple University** **Philadelphia, Pennsylvania**

*Master’s Degree in Theater Arts and Communication*

*Bachelor of Arts Degree in Education*

**Certification**

* CIPS – Certified International Property Specialist
* CRS – Certified Residential Specialist
* REBAC- Real Estate Buyer’s Agent Council
* CLHMS- Certified Luxury Home Marketing Specialist
* GRI- Graduate Realtor Institute

**Professional Projects**

Portofino Towers………………………………………………….. Miami Beach

Yacht Club at Portofino…………………………………………… Miami Beach

Grand Bay Towers……………………………………………….... Key Biscayne

Brickell Key II…………………………………………………….. Brickell Key Miami

The Mark on Brickell……………………………………………... Bayshore Drive Miami

One Miami Towers I & II…………………………………………. Downtown Miami River

Murano at Portofino……………………………………………….. South Beach

Murano Grande……………………………………………………. South Beach

Icon South Beach………………………………………………….. South Beach

900 Biscayne Bay………………………………………………….. Downtown Miami

Epic Hotel & Residences…………………………………………... Downtown Miami

Icon Brickell & Viceroy Residences………………………………. Downtown Miami

Marquis Miami…………………………………………………...... Downtown Miami

Grove at Grand Bay………………………………………………... Coconut Grove