

# Sandra Williamson

Birmingham • Alabama • United States

PHONE (205) 296-0474 • E-MAIL [sandra@ubuildrealty.com](mailto:sandra@ubuildrealty.com)

---

## PROFILE

**10+ years of Real Estate Management / Broker experience**

**10+ years training and managing teams of sales agents in multiple states**

**20+ years of experience successfully negotiating client real estate purchases**

**Consistent record achieving 3-6 million USD in home sales annually**

**Proven background brokering Contracts and Leases in Alabama, Louisiana, Kansas, Oklahoma, and Minnesota**

**Established relationships with an extensive network of real estate professionals including Title Companies, Attorneys, Lenders, and Appraisers**

---

## EXPERIENCE

**Owner/Broker for Alabama and Louisiana, U Build Realty, LLC.**

**2024-Present**

- Responsible for training new Sales Agents and ensuring that the sales they manage are compliant with all State Association Contract and Lease requirements.
- Manage the sale and purchase of residential homes and land from initial client consultation, through listing/property search, and throughout the contracting and closing process.
- Utilize Multiple Listing Service and CRM software programs including Monday and Qualia to effectively manage and market properties.
- Maintain strong relationships with real estate professionals throughout my territories including Title Companies, Attorneys, Lenders, and Appraisers to ensure a seamless experience for my clients.
- Manage rental properties including marketing of property, potential renter evaluation, and contracting of tenants.
- Manage daily operations of the company including business requirements such as licensure, tax filings, P&L Statements, etc.

**Managing Broker for 5 States, MV Realty, LLC.**

**2021-2024**

- Qualifying Broker for the States of **Alabama, Louisiana, Kansas, Oklahoma, and Minnesota** responsible for the following in all 5 State market
- Responsible for training **34 Sales Agents** and ensuring that the sales they managed were compliant with all State Association Contracts and Lease requirements.
- Managed the sale and purchase of residential homes and land from initial client consultation, through listing/property search and throughout the contracting and closing process.
- Maintain strong relationships with real estate professionals throughout my territories including Title Companies, Attorney's, Lenders, and Appraisers to ensure a seamless experience for clients.
- Managed rental properties including marketing of the property, potential renter evaluation, and contracting of tenants.

- Utilized Multiple Listing Service and CRM software programs including Monday and Qualia to effectively manage properties.

**Owner/Broker, U Build Realty, LLC.,**

**2014-2021**

- Sold between 3 and 4 Million USD in real estate per year.
- Managed the sale and purchase of residential homes and land from initial client consultation, through listing/property search, and throughout the contracting and closing process.
- Responsible for training and leadership of Sales Agents and ensuring that all sales were compliant with State Association Contract and Lease requirements.
- Provided a weekly Broker's Opinion (Appraisals) for banks and lenders.
- Managed daily operations of the company including budgeting and setting and tracking of monthly, quarterly, and annual sales goals.

**Realtor - New Construction - Signature Homes**

**2006-2014**

- Sold 5-6 Million USD in real estate per year.
- Managed the sale and purchase of residential homes and land from initial client consultation, through home planning, and throughout the contracting and closing process.
- Planned and implemented all marketing efforts for the community.
- Maintained records of all sales.

**SKILLS**

Microsoft office suite, Leadership, , Strong negotiator, Detailed, Real Estate Law and Compliance, Transaction Management, Problem Solving, Multi-Tasker, Active Listener, Teamwork, Detailed, Communication, Excellent Customer Service

**LICENSURE**

State of Alabama Real Estate Broker License  
 State of Louisiana Real Estate Broker License  
 State of Kansas Real Estate Broker License  
 State of Oklahoma Real Estate Broker License  
 State of Minnesota Real Estate Broker License