

Curriculum Vitae

Barbara Woyak

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I am recognized as a top producing Real Estate Agent serving the Phoenix / Scottsdale metro area and certified by the Divorce Real Estate Institute as a Divorce Real Estate Expert.

Education:

- MBA with specialization in Marketing and Consumer Behavior, Clark University, Worcester, MA
- Certified Divorce Real Estate Expert, Divorce Real Estate Institute
- Certified Luxury Property Expert, Institute for Luxury Home Market
- Certified Distressed Property Expert, Charfen Institute
- Certified Negotiation Expert, The Real Estate Negotiation Institute
- GRI Designation, The Graduate REALTOR Institute
- Completed numerous real estate courses in various subject matter including short sales, property valuation and property marketing
- Undergraduate studies were completed at Augsburg College, Minneapolis MN

Qualifications:

- Certified Divorce Real Estate Expert - A graduate of the Divorce Real Estate Institute Master Program. This is an intense immersion program taught by family law attorneys, judges and other professionals. Graduates understand the special needs of families during the divorce process bringing that expert knowledge to all real estate transactions.
- Arizona Licensed Real Estate Agent since 2005 - Completed 90 hours of "in classroom" Real Estate pre-licensing education at an approved Arizona real estate school and passed the examination at an ADRE approved real estate school
- Top 1% of Real Estate Agents serving Maricopa County
- Facilitated the sale of many real estate transactions that involve the sale of real property in divorce transactions.
- Certified Luxury Home Marketing Specialist (Million Dollar Guild) - Members of The Institute who hold the CLHMS designation have **documented performance in the TOP 10%** of their residential markets and have successfully demonstrated their expertise in the luxury home and estate market.

- Certified Distressed Property Expert (CDPE) - A CDPE has a thorough understanding of complex issues in today's turbulent real estate industry and knowledge of foreclosure avoidance options available to homeowners. CDPEs can provide solutions, specifically short sales, for homeowners facing market hardships.
- Ignite Instructor (Real Estate Classes for new agents) - Ignite is a 4 week class for new agents taught in the office by qualified faculty who are also successful business owners

Experience:

- Licensed Agent in Arizona License Number SA566481000 2005 - Present
- Tour Director/Chair Scottsdale Luxury Home Tour 2010 - 2017
- Agent Leadership Council Keller Williams Realty 2009 - Present
- Ignite Instructor 2010 - Present
- Member Luxury Home Division Keller Williams Realty 2010 - Present
- Member Divorce Real Estate Institute 2018 - Present

Professional Memberships:

- Maricopa County Bar Association
- National Association of Realtors
- Arizona Association of Realtors
- Scottsdale Association of Realtors
- Institute for Luxury Home Marketing (Million Dollar Guild Member)
- Keller Williams Luxury Home Division
- Divorce Real Estate Institute
- Phoenix Metro Chamber