

Yasmin Saad P.A., CDRE
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CURRICULUM VITAE

Yasmin Saad brings 17 years of real estate experience to every transaction, having sold hundreds of millions in volume. She has developed an expertise for the exceptionally tricky and convoluted transaction. As a Certified Divorce Real Estate Expert (CDRE), she has been specifically trained in low-to-high conflict divorce real estate, and is equipped to navigate through the challenges that family law real property issues can bring. She is well experienced in handling all types of sales from moderate to luxury listings. She has fine tuned her craft and expertise in pricing, negotiation, and listing management. She has continued to learn and grow continually in the field of real estate with access to the best mentors and agents across the country.

PROFESSIONAL HISTORY

COMPASS, Naples, FL August 2017 - Present

President and Team Leader of the Saad Team

- Founding Agent of COMPASS Naples
- Team consistently ranked among the top teams in the company and the region
- Work with buyers and sellers at all price points

Mike Ferry Organization, Las Vegas, NV January 2014 - May 2016

Real Estate Business Coach

- Taught the Mike Ferry Sales System to other real estate agents
- Served as a Business Consultant
- Motivated and inspired agents to achieve their goals through a specific system

Premier Sotheby's International Realty, Naples, FL July 2012 - July 2017

Professional Salesperson

- #1 Ranked Team for Sotheby's Gallery Office
- Focused on all price points
- Managed The Saad Team

Coldwell Banker Residential Real Estate, Naples, FL July 2003 – July 2012

Professional Salesperson

- #1 Ranked Team for Coldwell Banker in Southwest Florida
- Among the top 1% of all NRT agents

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EDUCATION

- **University of Nebraska**, Lincoln, NE 1999 - 2001
 - Bachelors of Journalism
 - Minors in Communications, Political Science, and History
 - Swimmer, Co-captain, scholarship
- **Council Study Abroad**, Paris, France January - May 2000
 - Went with no prior French speaking experience, left conversationally fluent
- **University of Miami**, Coral Gables, FL Fall 1997 - Dec 1998
 - Majored in Broadcast Journalism
 - Walk on member of the swim team
- **Real Estate Sales Associate License** 2003
- **The Illumni Institute** Master Course, Graduate 2020
 - The Anatomy of Divorce
 - The Landscape of Divorce Finance
 - Introduction to Divorce Court
 - The Ethics of Certified Divorce Real Estate Experts
 - Communicating as a Neutral Expert
 - How to Sell a House in Conflict
 - CDRE™ Fair Market Valuations

PROFESSIONAL QUALIFICATIONS

- 2020 - Certified Divorce Real Estate Expert (CDRE)

PROFESSIONAL MEMBERSHIPS

- National Association of REALTORS
- Florida Association of REALTORS
- Naples Area Board of REALTORS
- Leadership Collier Class of 2016
- Gain Class of 2013

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TEACHING EXPERIENCE

- Professional real estate business coach with the Mike Ferry Organization
- COMPASS Sales Meetings and Trainings: Prospecting for Business
- Coldwell Banker Listing Presentations
- COMPASS Mentor Program

PUBLICATIONS AND PRESENTATIONS

- Selling Magazine - guest columnist
- COMPASS EVOLVE 2020 panelist on growing your business

AWARDS

- #1 Ranked Team for Coldwell Banker in Southwest Florida
- Among the top 1% of all NRT agents
- Listing and Closing Leader at Premier Sotheby's
- Top Agent in Naples for COMPASS 2017, 2018
- Top 10 Agents in Florida for COMPASS 2017, 2018
- Top 100 Agents in the MLS
- Southwest Florida Five Star Professional 2013-2019



Certificate of Completion

This is to certify that

Yasmin Saad

has successfully completed the CDRE™ Master Course, including 40 hours of divorce real estate education and comprehensive exam.

MASTER COURSE COMPLETION

as of May 8, 2020

Laurel Starks

Laurel Starks
Founder
Divorce Real Estate Institute

