

DARCY KING, CDRE™

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PROFESSIONAL SUMMARY

Darcy is an established and proven real estate expert who is well regarded by her peers and has an extensive sales record having closed over 200 residential transactions. She is dually licensed in the Colorado and Washington state market. She specializes in divorce relocations and is highly experienced in remote transactions. Darcy accomplished ICON status with her brokerage in less than a year, 2nd place Rookie of the Year in 2019, Double Gold for Top Production in 2019, Double Platinum in 2019 for Sales Volume. Darcy is MRP certified and dedicated to helping families with their transition. She is thorough with communication and keeping all parties involved in the real estate transaction. Darcy's experience, sales volume, and dedication to continuing education sets the foundation of her expertise in divorce real estate transactions.

SKILLS

- Listing Specialist
- Works with first time buyers
- High level of experience with remote transactions
- Market monitoring

WORK HISTORY

10/2020 to Current

**Founder, Team Lead, Trainer, ISA, ICON Agent
PCS Home Partners**

- Built a company from one agent (myself) to an exceptional team of 12 sponsored agents.
- Responsible for all aspects of business management.
- Trained and developed agents on consultative sales techniques while assessing needs of buyers to provide relevant properties.
- Liaised between buyers and sellers to provide positive experiences for both parties.
- Identified and solved complex strategy problems that impact sales management and business direction.
- Maintained awareness of current income tax regulations, local zoning laws and growth possibilities.
- Negotiated between sellers and buyers over property prices and settlement deals.
- Managed and rented out rental properties.

08/2019 to 10/2020

**Cofounder, Team Lead, Trainer, Inside Sales Agent
Keller Williams | Yellow Ribbon Homes**

- Exceeded targeted sales goals through continuous pursuit of new sales opportunities and expert closing of customer deals.
- Determined needs, delivered solutions, and overcame objections through consultative selling skills.

- Awards:
 - Capped
 - KW Double Gold – Top Producer 2019
 - KW Double Platinum- Top Team Volume and Sales 2019
 - KW 2nd Place Rookie of the Year 2019

- 01/2019 to 08/2019 **Real Estate Broker**
Century 21
- Newly Licensed Agent
 - Top Production Agent - March 2019
 - Liaised between property owners and prospective buyers to facilitate purchase and transfer of ownership.
 - Sold high volume of properties in short timeframes to exceed quotas and maximize business revenue.
 - Compared properties possessing similar features to determine competitive market prices.

EDUCATION

- 2021 **Certified Divorce Real Estate Agent**
The Illumni Institute
- 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
- 2021 **Military Relocation Professional**
MRP Certified
- Understanding of the Processes and Procedures Involved in a Military Relocation and How These Impact Service Members
 - Knowledge of the Military Relocation Rules and Regulations
 - Understanding of VA Financing Rules and Regulations
- 2021 **Advanced Ethics Course**
NAR, CE
- 2020 **Colorado Realtor - Active License**
Kaplan Institute
- 2018 **Washington Realtor - Active License**
Rockwell Institute

COMMUNITY SUPPORT/VOLUNTEER WORK

- Wounded Warrior Program
- School for the Deaf and Blind
- Homeless Youth Shelter
- Domestic Violence Shelter for Women
- Association of Recovering Motorcyclist
- Food Pantries
- Senior Centers
- Hospice Care