

# Angela Downes, CDRE™

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## **CURRICULUM VITAE**

Angela Downes has more than 25 years experience as a Realtor, and is the only Certified Divorce Real Estate Expert (CDRE) in Dallas County.

Her expertise is in helping one buy and sell high-end homes and properties and leveraging her creativity to help her clients succeed in today's marketing-driven world. One of the many ways Ms. Downes stands apart from her peers is by her clever approach of utilizing music lyrics to personify and promote properties. Catchy lyrics help distinguish and create a story around each home (and ideally will replay inside a potential buyer's head), which has proven to maximize views and sales.

Over the years Ms. Downes has seen — and done — it all, from marketing home lots surrounding polo fields to managing the sale of a new, 49-unit townhome development with listing estates from Texas to Maine. She has re-imagined what it means to be a REALTOR® in today's digitally dominated landscape and consistently delivers savvy creative strategies to capture buyer attention, including: mini-films, events and advertisements spread across multiple channels.

Her extensive real estate experience, her ingenuity and her knowledge of the area's diverse neighborhoods and lifestyles make her the unparalleled expert in divorce real estate in North Texas.

## **EDUCATION**

Ursuline Academy of Dallas	1986
North Texas State University <i>Biology, Pre-med, Mathematics</i>	1987
Southern Methodist University <i>Italian</i>	1987
Commercial College of Real Estate <i>Real Estate License</i>	1987
Illumni Institute <i>Certified Divorce Real Estate Expert (CDRE™)</i>	2022

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## Continuing Education

- Maximizing Matrix Apr 2022
- ABC's of Property Taxes Apr 2022
- Wealth Building Solutions Mar 2022
- A Deeper Dive into the TREC Financing Contingency Mar 2022
- DFW Market Update Feb 2022
- Fishing for FSBOs and Expireds Feb 2022
- Legal Update I and II (2022-2023) Feb 2022
- CMAs for Vacant Land; What You Need to Know Jan 2022
- GRI: Business Skills Jan 2022
- GRI Brokerage Dec 2021
- GRI: Contracts to Closing Nov 2021
- Managing Multiple Offers Madness Apr 2021
- Drafting and Negotiating Contracts Apr 2021
- MUDs, PIDs, and PUDs Mar 2021
- Contract Forms Update Feb 2021
- Backup, Contingent & Multiple Offers Feb 2021
- Advanced Signing Options with DocuSign Feb 2021
- Escape Hatches for Buyers Feb 2021
- Unique Utilities for Realtors Jan 2021
- TREC and Texas Realtor Form Changes Jan 2021
- Remine: The Game Changer Jan 2021
- REALTOR Code of Ethics Training Jan 2021

## **CERTIFICATIONS**

Certified Divorce Real Estate Expert (CDRE™)

Apr 2022 – Present

*The Illumni Institute*

- Anatomy of Divorce
- Divorce Court 101
- The Psychology of Neutrality and Bias
- The Ethics of CDREs
- Qualifying as an Expert
- The CDRE Listing Model
- Landscape of Divorce Finance
- How to Sell a House in Conflict
- CDRE Fair Market Valuations

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## **CERTIFICATIONS**

GRI - Graduate Realtor® Institute	2022
Texas Residential Leasing Specialist	2020
Advanced Historic House Specialist	2014
CLHMS - Certified Luxury Home Marketing Specialist	2014
CIPS - Certified International Property Specialist	2014
New Home Sales Agent Certification	2014
RENE - Real Estate Negotiation Expert	2014
RSPS – Resort and Second-Home Property Specialist	2005
ABR – Accredited Buyer’s Representative	2004

## **PROFESSIONAL BACKGROUND**

Realtor® <i>Compass RE Texas, LLC</i>	March 2019 to present
Realtor® <i>VIRGINIA COOK REALTORS – DALLAS, TEXAS</i>	2012 – 2019
Realtor® <i>HOME PARTNERS – DALLAS, TEXAS</i>	2007 – 2012
Realtor® <i>TRIMBLE PRIVATE BROKERAGE – PORTLAND, MAINE</i>	2005 – 2006
Realtor® <i>EBBY HALLIDAY REALTORS – DALLAS, TEXAS</i>	1997 – 2004
Realtor® <i>THE RICHARDSON GROUP</i> <i>Worked part-time and mainly provided front office support</i>	1990 – 1997

## **TEACHING EXPERIENCE**

- Ebbby Halliday Realtors new agent orientation 1997 – 2004

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## **AWARDS**

- Top RE Leader by Modern Luxury 2022
- Top REALTOR - Oak Cliff, Advocate 2021
- Best Real Estate Agent | D Magazine 2015, 2016, 2018, 2019, 2021, 2022

## **VOLUNTEER WORK**

- House Captain, Preservation Park Cities
- House Captain and Docent, Preservation Dallas
- Fundraising, The Family Place
- Equest (horse and walker)

## **MEMBERSHIPS**

## **YEARS ACTIVE**

- National Association of Realtors 25 years
- Texas Association of Realtors 25 years
- MetroTex Association of Realtors 25 years
- Preservation Dallas 24 years
- Preservation Park Cities 10 years
- Illumni Institute Current