

KATHY CHRISTIANSEN

Kathy@utahrei.com

(435) 592-1062

Cedar City, UT 84720

SUMMARY

Dedicated business professional with 20+ years in client relations and contract negotiations. Strong in regulatory compliance, ensuring successful transactions while fostering long-term client relationships. Committed to successfully managing complex transactions.

SKILLS

- Representation: interface across age groups, define, negotiate, strengthen relationships, initiate commitment
- Communication: effectively explore concepts and desires, alignment with optimal growth and cohesion
- Public relations: conscientious, with the ability to develop productive, honest relationships
- Management defined background in operational oversight, ability to integrate change, and stimulate productive results

EXPERIENCE

ASSOCIATE BROKER | 09/2005 to Current

State of Utah

- Listing and sales of residential, land, and commercial properties.
- Developed marketing materials, responded to inquiries, and conducted property showings.
- Performed due diligence-related tasks, such as reviewing titles, surveys, appraisals, and environmental reports, prior to closing.
- Maintained strict compliance with industry regulations and ethical standards to protect clients, and ensure transparency.
- Established long-term client relationships through honest, effective communication.

ASSOCIATE BROKER | 01/2009 to 11/2024

State of Arizona

- Facilitated negotiations between buyers and sellers in land and commercial sales.
- Managed commercial rental properties with professionalism, tenant interactions, lease agreements, and requirements.
- Collaborated with vendors for timely, cost-effective maintenance.
- Fostered strong professional relationships with financial institutions and industry professionals.
- Managed high-stress situations effectively, made critical decisions, and safeguarded client interests.

** The following 2 roles provided a "hands on" experience and shaped career path:

Covey Properties, Manager, SLC, Utah - budget, regulatory compliance, annual improvement, employees, 300 units.

Zions Bancorp., Asset Manager, OREO SLC, UT - Title perfection, environmental and water rights.

EDUCATION AND TRAINING

Dixie State College - St. George, UT

Associate of Science

Criminal Justice, 05/2002

Utah Department of Real Estate - Broker License # 5488318-AB00

Arizona Department of Real Estate - Broker License # BR 638356000