

Tosha Chapman

www.perspectivereidaho.com • perspectivereidaho@gmail.com • (208)917-3606

Summary

Licensed real estate professional with 16+ years of residential sales experience within the Treasure Valley area. Expert in planning and integrating new customer prospecting campaigns, as well as Community Outreach events. Adept in contract drafting, negotiation, market research, and client analysis. Top agent 2021.

Professional Experience

Senior Real Estate Associate Broker/ Owner

October 2020 –Present

Perspective Real Estate Idaho part of ReDefined Real Estate, Boise Idaho

- Prepare documents such as representation contracts, purchase agreements, closing statements, leases, and deeds
- Accompany buyers during inspections of property, advising them on the suitability and value of the homes based on current market conditions
- Work with lenders to evaluate mortgage options helping clients obtain financing at the best rates and terms
- Advise sellers on how to make homes more appealing to potential buyers, increasing average selling prices.
- Vice Chair of Communications Advisory Board through Boise Regional Realtors, working on ways to broaden communication with our local realtors on events, continuing education, and more.

Real Estate Agent

September 2014 to Oct 2020

ReDefined Real Estate, Boise Idaho

- Compared current properties with similar recently-sold properties to determine competitive market prices
- Promoted property sales through advertisements, open houses, multiple listing services, and other online advertising platforms
- Closed an average of 15 transactions every year
- Interviewed clients to determine what properties they were seeking, generating lists to meet those requirements from available properties

Education

Idaho Real Estate School – Salesperson License

June 2006

Idaho Real Estate School – Associate Broker License

October 2020

Credentials

- Real Estate License, State of Idaho: 2006
- Member of the National Associations of Realtors (NAR) and the Idaho Association of Realtors (INMLS)

Skills

- Federal and local real estate laws
- Local property market expertise
- Proficient in Microsoft Office Suite, MLS database
- Interpersonal and negotiation skills
- Customer Service
- Marketing
- Social Media & Networking