

# Christine Odenwald

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## PROFESSIONAL SUMMARY

Detail-oriented and highly organized Licensed Real Estate Professional with over 6 years of hands-on experience in real estate transactions and client management. Skilled in managing complex file documentation, coordinating multi-party communications, and mitigating risk throughout every stage of the residential transaction process.

## CORE COMPETENCIES

- **Transaction Expertise:** Residential Sales
- **Licensing:** Active Real Estate License (Virginia)

## RELEVANT EXPERIENCE

**Real Estate Agent** | Dalton Wade - Virginia Beach, VA

*July 2026 - Present*

*(Prior Brokerages: World Class Realty [Jan 2024 - Feb 2026] | Swell Real Estate [Jun 2021 - Jan 2024])*

- Specialize in representing home sellers, guiding clients through listing, targeted marketing, and negotiation processes.
- Conduct comparative market analyses (CMAs) to price homes competitively and maximize client returns.
- Develop and execute targeted marketing strategies, including MLS listings, social media campaigns, and open houses.
- Manage end-to-end transaction processes, contracts, and negotiations to ensure smooth, compliant closings.
- Build and maintain long-term client relationships while providing ongoing market insights and personalized service.
- Generate and nurture leads from both team-provided databases and self-sourced opportunities.

## **Associate Agent | Redfin - Virginia Beach, VA**

*May 2020 – June 2021*

- Conducted property showings, hosted open houses, and attended home inspections on behalf of primary agents.
- Performed initial client consultations and follow-ups to evaluate buyer needs and curate targeted home selections.
- Supported transaction workflows and maintained active client communication from initial contact through escrow.

### **RESPONSIBILITIES HANDLED**

- **Contract & File Compliance:** Reviewing purchase agreements, disclosures, and listing paperwork for accuracy and state compliance.
- **Transaction Timeline Oversight:** Tracking contingency dates, inspection windows, and closing milestones to prevent deal friction.
- **Multi-Party Communication:** Serving as the central point of contact between buyers, sellers, co-op agents, and inspectors.