

# Kim Carty, JD

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## CAREER SUMMARY

- Award-Winning Legal Professional with 20+ years of combined experience as a Real Estate Broker and Attorney, as well as an expert witness and litigation consultation for buyers and sellers, consistently closing transactions and driving revenue
- Represent buyers and sellers by providing consultation on listings and purchases for rural homes and land, as well as deliver expert witness testimony in cases related to breach of contract, Realtor Code of Ethics violations, and general real estate litigation, successfully increasing production YOY culminating in \$300K in commission the most recent few years
- Negotiated a Conciliation Agreement with Taylor Morrison Northwest, LLC and Cascadian South LLC that requires Fair Housing training, monitoring by HUD and modification to their policies and procedures to comply with state and federal anti-discrimination laws.
- Established a robust referral-based business for representing buyers and sellers with purchasing and selling single-family homes, condos, new construction, rural property, and open land, leading to consistent annual sales increases with 80%+ of clients identified as repeats and personal referrals
- Mentored upwards of 3 New Brokers simultaneously as a Certified Mentor, meeting weekly for 2-4 hours with each individual to provide formalized training on office paperwork policies, tools and programs, creating CMAs and marketing, drafting sales contracts and listing agreements, performing negotiations, and cultivating a business development mindset
- Authored an article on needed changes to OREF Forms, receiving a direct response from members of the forms committee to support the modifications in OREF forms, resulting in improving the forms intended effect

## CORE COMPETENCIES

- Strategic Legal Solutions
- Legal Consultation
- Leadership & Mentorship
- Training & Development
- High-Level Negotiation
- Cross-Functional & Executive Collaboration
- Goal Management / Attainment
- Revenue Growth & Strategy
- Referral-Based Business Growth
- Litigation / Expert Witness
- Relationship Building
- Public Speaking
- Risk Mitigation
- Realtor Code of Ethics

## PROFESSIONAL WORK EXPERIENCE

### **SOLDERA PROPERTIES, INC. – LAKE OSWEGO, OR**

#### ***Principal Real Estate Broker***

**2020 – Current**

- Represent buyers and sellers by providing consultation on listings and purchases for rural homes and land, as well as deliver expert witness testimony in cases related to breach of contract, Realtor Code of Ethics violations, and general real estate litigation, successfully increasing production YOY culminating in \$300K in commission the most recent few years
- Actively utilize the Oregon Legislative Information Service (OLIS) and the Consumer Financial Protection Bureau (CFPB), maintaining insight into bills relating to real estate, land use, zoning, landlord-tenant law, and consumer protections
- Maintained the referral-based business and learned new marketing tools, consistently driving sales with 85%+ in client referrals
- Assisted in the initiation of a KNOCK partnership to integrate a specialized program to enable customers to afford to buy a property before they sell, resulting in certifying the entire brokerage under KNOCK

### **JOHN L. SCOTT REAL ESTATE – BEAVERTON, OR**

#### ***Principal Real Estate Broker / Real Estate Broker***

**2003 – 2020**

- Work closely with the Managing Principal Broker to actively collaborate on company needs and support, instilling a collaborative culture for the company
- Started as a Real Estate Broker in 2003 and executed optimal performance, earning a Principal Real Estate Broker license in 2010
- Established a robust referral-based business for representing buyers and sellers with purchasing and selling single-family homes, condos, new construction, rural property, and open land, leading to consistent annual sales increases with 80%+ of clients identified as repeats and personal referrals
- Acted as the interim Principal Managing Broker and positioned as a leader within the firm, being actively sought out by Real Estate Brokers for legal support and solutions, influencing improvements in talent and performance
- Appointed as an Expert Witness and Real Estate Consultant for attorneys, supporting appropriate actions for cases of contract breaches, Realtor Code of Ethics violations, and real estate litigation

- Mentored upwards of 3 New Brokers simultaneously as a Certified Mentor, meeting weekly for 2-4 hours with each individual to provide formalized training on office paperwork policies, tools and programs, creating CMAs and marketing, drafting sales contracts and listing agreements, performing negotiations, and cultivating a business development mindset
- Precisely monitored and provided guidance during each new Broker's first 4-6 transactions, ensuring proper execution
- Facilitated weekly sales meetings by delivering presentations of various legal and real estate topics, maintaining up-to-date activities for all Brokers to sustain a competitive advantage
- Subscribed to various real estate and legal journals to maintain up-to-date on litigation practices, sharing knowledge with other staff members to mitigate risks
- Proactively engaged with new agents to check in on their performance and needs, leading to a boost in employee morale

## **ADDITIONAL EXPERIENCE**

### **KIM CARTY, ATTORNEY AT LAW – PORTLAND, OR**

**Owner**

**1999 – Current**

- Provide consultation and strategic direction to individual real estate brokers, buyers, and sellers on the terms, conditions, and rights of real estate contracts by focusing on breach of contract, inspection contingencies, earnest money disputes, and violations of the Realtor Code of Ethics, supporting real estate stakeholders with appropriate decision making
- Approached by past co-workers for support, openly providing consultation on appropriate actions, leading to saving \$10K for a former agent's client
- Participate in the Oregon State Bar Listserves to collaborate on Real Estate and Land Use, Estate Planning, Family Law, Construction Law, and Solo and Small Firm, enabling sustainability on current law changes and disputes, driving business expansion, and garnering extensive referral sources
- Published articles in the "Kim's Property Talk" column in "All Things Real Estate" monthly magazine on contract law, client representation, the importance of a CLUE Report, needed changes to OREF Forms, Escalation Clauses, and Inspection Contingencies, proactively sharing knowledge for Real Estate Brokers and the public
- Authored an article on needed changes to OREF Forms, receiving a direct response from members of the forms committee to support the modifications in OREF forms, resulting in improving the forms intended effect

## **EDUCATION & CERTIFICATIONS/AFFILIATIONS**

**LEWIS & CLARK LAW SCHOOL – JD, LAW**

**TEMPLE UNIVERSITY, JAMES E. BEASLEY SCHOOL OF LAW – LAW STUDIES**

**PACIFIC LUTHERAN UNIVERSITY – BA, SOCIOLOGY & POLITICAL SCIENCE**

**CDPE (CERTIFIED DISTRESSED PROPERTY EXPERT)**

**PSA (PRICING STRATEGY ADVISOR)**

**RENE (REAL ESTATE NEGOTIATION EXPERT)**

**OREGON REALTORS:**

**VICE-CHAIR, LEGAL ACTION COMMITTEE, 2022**

**MBR, LEGAL ACTION COMMITTEE & ECONOMIC DEVELOPMENT COMMITTEE, 2021, 2022, 2023, 2024**

**MBR, PROFESSIONAL STANDARDS COMMITTEE, 2023, 2024**

**PMAR: MEMBER, GRIEVANCE, & PROFESSIONAL STANDARDS COMMITTEE, 2021, 2022, 2023, 2024**

**RMLS: MEMBER, HEARINGS COMMITTEE, RULES AND REGULATIONS COMMITTEE, 2021, 2022, 2023, 2024**

## **AWARDS**

**FIVE STAR PROFESSIONAL, 2011 – 2024**

**6X PRESIDENT'S ELITE AWARD; 2X PRESIDENT'S GOLD AWARD**