

Sandra E. King

Broker/Owner | Senior Real Estate Professional | Former Senior Paralegal

Phone: 970-629-0596

Email: Sandra@kinghomesland.com

Addresses: 504 W. Victory Way, Craig, CO 81625 · 2318 Hawthorne Ave, Grand Junction, CO 81506

Company: KING HOMES AND LAND REALTY, LLC

Professional Summary

Relationship-driven real estate broker and brokerage owner with a top-producing track record across residential sales, investment flips, and property management. Combines negotiation acumen, market analysis, and disciplined operations to deliver smooth transactions for buyers, sellers, and investors. Prior background as a senior paralegal adds depth in contracts, due diligence, and compliance.

Core Competencies

- Residential Sales & Marketing
 - Investment/Flip Project Management
 - Valuation & Market Analysis
 - Listing Strategy & Lead Generation
 - Negotiation & Contract Management
 - Property Management Operations
 - Client Relationship Management
 - Brokerage Leadership & Agent Training
 - Legal Research & Case Support (LexisNexis, Westlaw)
 - Technology: CRM, MLS, Microsoft Office, AppFolio, legal software
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Licenses & Certifications

- **Colorado Real Estate License**, Colorado Real Estate School (2004)
 - **ABR** – Accredited Buyer's Representative
 - **CDPE** – Certified Distressed Property Expert
 - **CRS** – Certified Residential Specialist
 - **GRI** – Graduate, REALTOR® Institute
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Education

Certificate of Paralegal Studies, Colorado Mountain College (2003)

Professional Experience

Broker/Owner

KING HOMES AND LAND REALTY, LLC, Craig & Grand Junction, CO

March 2015 – Present - Founded and lead a multi-location brokerage; oversee sales, marketing, property management, and administration.

- Build annual business plans and adjust to market trends for consistent growth and share gains.
- Recruit, mentor, and train agents; conduct ongoing sessions on contracts, risk management, and innovative marketing.
- Manage concurrent listings and transactions with strong process discipline and client communication.
- Direct investment “flip” projects end-to-end: acquisition analysis, budgets, timelines, and go-to-market.

Broker Associate

RE/MAX, Craig, CO

March 2009 – March 2015 - Closed diverse residential transactions; recognized for strong client service and negotiation.

- Leveraged technology platforms and targeted marketing to expand pipeline.

Broker Associate

Country Living Realty, Craig, CO

March 2005 – March 2009 - Represented buyers and sellers across residential segments; coordinated inspections, appraisals, and closings.

Senior Paralegal

Cantafio Law Office, Steamboat Springs, CO

November 2000 – June 2005 - Supported real estate, estate planning, corporate, family law, and contract matters.

- Performed legal research; drafted documents; maintained case calendars and discovery.
 - Assisted attorneys with trial preparation and due diligence; ensured confidentiality and compliance.
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Professional Affiliations

- National Association of REALTORS® (Member)
 - Colorado Association/Boards of REALTORS®: Glenwood/Aspen; Steamboat Springs/Summit County; Grand Junction (Member)
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Selected Highlights

- Top regional sales results with a broad base of satisfied repeat and referral clients.
 - Expert witness experience in real estate matters.
 - Numerous hours of continuing education supporting multiple advanced designations.
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Additional Information

- Residential Designer (experience in residential design considerations for listings and renovations).
- References available upon request.