

# Lily Grace Cole

San Diego, CA • (817) 995-4215 • [Lcole@sandiego.edu](mailto:Lcole@sandiego.edu) • <https://www.linkedin.com/in/lilygcole/>

## EDUCATION

**University of San Diego, Knauss School of Business**

San Diego, CA

Bachelor of Business Administration in Real Estate, Finance

May 2025

**Study Abroad: University of San Diego – Madrid Center** | Madrid, Spain

Fall 2023

## RELEVANT REAL ESTATE PROJECTS

**Initiation of Coverage Report**

2024

- Created a 20+ page initiation of coverage report of Wingstop's stock with a specific investment recommendation

**Comprehensive Residential Mortgage Analysis and Advisory**

2024

- Generated mortgage products, underwrote the borrower, while advising risk mitigation strategies

**Residential Listing Project**

2023

- Researched listings, managed budget profiles, and created a 5-year mortgage pro forma with a written analysis

**Commercial Listing Project**

2023

- Decided to invest based on the analysis of budget constraints; created a 30-year pro forma and executive summary

## EXPERIENCE

**Keller Williams Luxury Pro: The Auker Group**

La Jolla, CA

Client Relations Specialist

June 2024 – Present

- Generate leads and schedule appointments that result in closings by mastering inside sales and prospecting
- Serve as the primary point of contact for clients throughout the entire process and beyond closing
- Fostering strong relationships with the team, clients, KW agent network, and agents across various markets
- Architect and lead a comprehensive training program for a new cohort of inside sales agents

**Williams Trew: Fort Worth Real Estate**

Fort Worth, Texas

Real Estate Intern

June – August 2023

- Created engaging content for Instagram and Facebook while managing the website
- Organized and curated client and property files to prepare for showings, open houses, and closings
- Collaborated with photographers to enhance visual presentations during listing shoots

**Mama's Pizza**

Fort Worth, Texas

Server

September 2020 – January 2024

- Provided exceptional customer service in a fast-paced environment, trusted to accurately manage transactions

## LEADERSHIP & ACTIVITIES | University of San Diego

**Member, Women in Business**

January 2024 – Present

- Cultivate relationships with industry professional women through a female-student-led organization

**USD TV**

January 2024 – May 2024

- Developed skills in journalism, broadcasting, and video editing while collaborating with fellow students

**Vice President of Industry and Community Relations, Real Estate Society**

September 2022 – Present

- Execute outreach for RES events and panels, while building relationships with industry professionals

**Vice President of Internal Affairs, Kappa Kappa Gamma – Eta Gamma Chapter**

January 2022 – Present

- Coordinate initiation ceremonies, formal ritual chapter meetings, and writing the annual history report while supervising both Academic Excellence Director and Member Engagement Director
- Volunteer efforts on Event, Public Relations, and Philanthropy Committees

**Team Leader, Dance Marathon University of San Diego**

January 2022 – April 2023

- Led the Kappa Kappa Gamma team to promote and raise funds for Rady's Children's Hospital

**Member, Sustainability Club**

January 2022 – January 2023

- Worked collaboratively to enhance sustainable practices on campus and in the local community

## SKILLS

Microsoft Excel, Microsoft Word, MLS, Follow-Up Boss, Mojo Dialer, NTREIS, Slack, Skyslope, Zillow, RedFin, Canva, Tableau, Adobe Photoshop, Rhinoceros 3D, and Google applications