

## PROFILE

Estate agent with four years of experience in residential sales across Edinburgh, currently handling a portfolio of 35–40 active listings at any given time. Completed over £18 million in property transactions in 2025. Known for getting offers over home report value — 73% of my listings in the past year sold above the asking price.

## CONTACT

Edinburgh, United Kingdom  
nathan.reeves@gmail.com  
+44 7734 881 205  
linkedin.com/in/nathanreeves

## EDUCATION

Sep 2017 – Jun 2021

BA (Hons) in Marketing Management, Edinburgh Napier University, Edinburgh  
Upper Second Class Honours. Final year project analysed the impact of property staging on sale prices in the Edinburgh market.

## SKILLS

- Property Valuation & Market Appraisal
- Sales Negotiation
- Closing Date Management
- Client Relationship Management
- Property Photography & Listing Copy
- Reapit (Estate Agency CRM)
- ESPC Listing Management
- Mortgage & Conveyancing Process Knowledge
- Local Market Analysis
- Viewings & Vendor Communication

## CERTIFICATIONS

Sep 2022

NAEA Propertymark Level 3 Award in Sale of Residential Property, Propertymark Qualifications

Jan 2025 – Jan 2026

Anti-Money Laundering (AML) Training, Propertymark

## LANGUAGES

English (native)

# Nathan Reeves

## Estate Agent



## EXPERIENCE

**Senior Sales Negotiator**, Savills, Edinburgh

Sep 2023 – Present

Handling residential sales across Edinburgh's New Town, Stockbridge, and Morningside areas.

- Completed **£18.4 million in transactions** across 62 properties in 2025
- Average time from listing to offer accepted: **19 days** against a branch average of 31 days
- 73% of listings sold above home report value** through competitive closing date strategies
- Grew my personal client base to **120+ active contacts** through referrals and local networking

**Sales Negotiator**, ESPC Member Firm – Coulters, Edinburgh

Jan 2022 – Aug 2023

Residential sales in the Leith, Portobello, and Easter Road areas of Edinburgh.

- Handled **45 completions** in 2022 with a total value of **£9.2 million**
- Conducted an average of **12 viewings per week** and managed all follow-ups through to offer stage
- Consistently achieved the **highest vendor feedback scores** in the branch (4.8/5 average)

**Trainee Estate Agent**, Purplebricks, Edinburgh

Jun 2021 – Dec 2021

Online-hybrid estate agency covering Edinburgh and the Lothians.

- Completed **18 sales** in six months with a combined value of **£3.6 million**
- Managed all aspects from valuation through to completion for each listing

## PROJECTS

**Stockbridge Neighbourhood Marketing Campaign** – Savills

Jun 2024 – Oct 2024

Designed a hyper-local marketing campaign targeting vendors in Stockbridge and Comely Bank.

- Distributed **3,000 branded market reports** to homes in the area
- Generated **14 new valuations** and won **9 instructions** worth a combined £4.1 million

**New Build Sales** – Coulters / CALA Homes

Jun 2022 – Mar 2023

Partnered with CALA Homes to sell units at a new development in Leith.

- Sold **11 of 24 units** in the Coulters allocation over 9 months
- Combined sales value of **£3.8 million** with an average price of £345,000 per unit

## REFERENCES

**Laura Drummond**, Branch Manager, Savills Edinburgh, laura.drummond@savills.com, +44 7700 900 812

**Craig Henderson**, Director, Coulters, craig.henderson@coulters.io, +44 7700 900 945

## EXTRA CURRICULAR ACTIVITY

**Member** – Edinburgh Chamber of Commerce Young Professionals

Jan 2023

Attend quarterly networking events and contribute to the property sector roundtable. Helped organise the 2025 Spring Networking Evening with 80 attendees.

**Volunteer** – Shelter Scotland

Mar 2024

Provide pro-bono advice at monthly drop-in sessions helping people understand their housing rights and navigate the rental market.