

TAR Leadership Academy
Application – Part 3 – Biography

Crystal Oliver
Sales Coordinator
Texas Coastal Realty
409-497-4115
888-32-Beach
409-497-4117 Fax

Located At:
801 East Beach Drive
Galveston, TX 77550

Crystal Oliver works as the Sales Coordinator for Texas Coastal Realty, specifically created to assist in the sales and leasing of the Palisade Palms Condominiums in Galveston, Texas. Crystal began her career in 2003 with one of the leading real estate brokerage firms in Texas, Coldwell Banker United. She contributes her success to Coldwell Banker United for teaching her the key fundamentals for an enduring real estate career. In 2005, she was given the opportunity to work directly with Falcon Group Interests, the developer of the Palisade Palms Condominiums, as their Sales Administrator. As the project progressed, Crystal's job duties and responsibilities evolved. She was given the opportunity to work in various segments of the development including sales, closings, finishes/parking/storage programs, construction financing, and much more. At present, Crystal is one of two Sales Coordinators for the developer's start-up real estate firm, Texas Coastal Realty. She contributes to the development of marketing strategies, manages the office's day to day operations, and continues to complete the customary tasks of real estate agents such as taking listings, negotiating and presenting offers, touring inventory, and much more. Crystal enjoys and strives for new challenges and ideas. She possesses a strong enthusiasm for the real estate industry and is very excited to see what the future holds.