

SONIA CISTERNINO

SUMMARY

Experienced real estate professional with 25+ years in residential property markets, including 17 years as a certified appraiser. Specializes in property valuation, market analysis, and real estate transactions. Recognized leader in public service through school board involvement. Seeking a position on the Lake County IL Assessor Review Board to apply analytical expertise and support equitable property assessments.

EXPERIENCE

Real Estate Broker, 08/2014 - Current **@properties - Algonquin, Illinois**

- Positioned clients for maximum profitability through decisive pricing strategy and data-driven market insight.
- Negotiated contracts, contingencies, and pricing to secure favorable outcomes for clients.
- Represented buyers and sellers in residential transactions, delivering consistent value and remaining a trusted advisor.

Certified Residential Real Estate Appraiser, 09/1998 - 09/2017 **Hiton & Associates - Northbrook, Illinois**

- Inspected residential properties to assess condition, features and factors impacting property values.
 - Analyzed local market trends, economic and external conditions to support defensible, data-driven valuation conclusions.
 - Conducted thorough property valuations using market data, comparable sales, and income analysis to determine accurate market values.
 - Prepared detailed appraisal reports in compliance with federal and USPAP guidelines.
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EDUCATION AND MEMBERSHIP

Bachelor of Arts, Economics, 05/1997

DePaul University - Chicago, IL

- Member, National Association of Realtors (NAR)
 - Member, North Shore-Barrington Association of Realtors (NSBAR)
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COMMUNITY LEADERSHIP

Co-President, Treasury, Secretary

AAUW Preschool Co-Op | August 2008 - May 2012

President

Little Fort Elementary GPTO | August 2015 - May 2016

Vice President, Treasurer, Board Member

Our Lady of Humility FSA | August 2016 - May 2019



CONTACT

Phone: [REDACTED]

Email: [REDACTED]

SKILLS

- Property Valuation
- Market Analysis
- Data Analysis
- Critical Thinking
- Problem Solving
- Fair Assessment
- Client Advisory
- Detail Oriented