

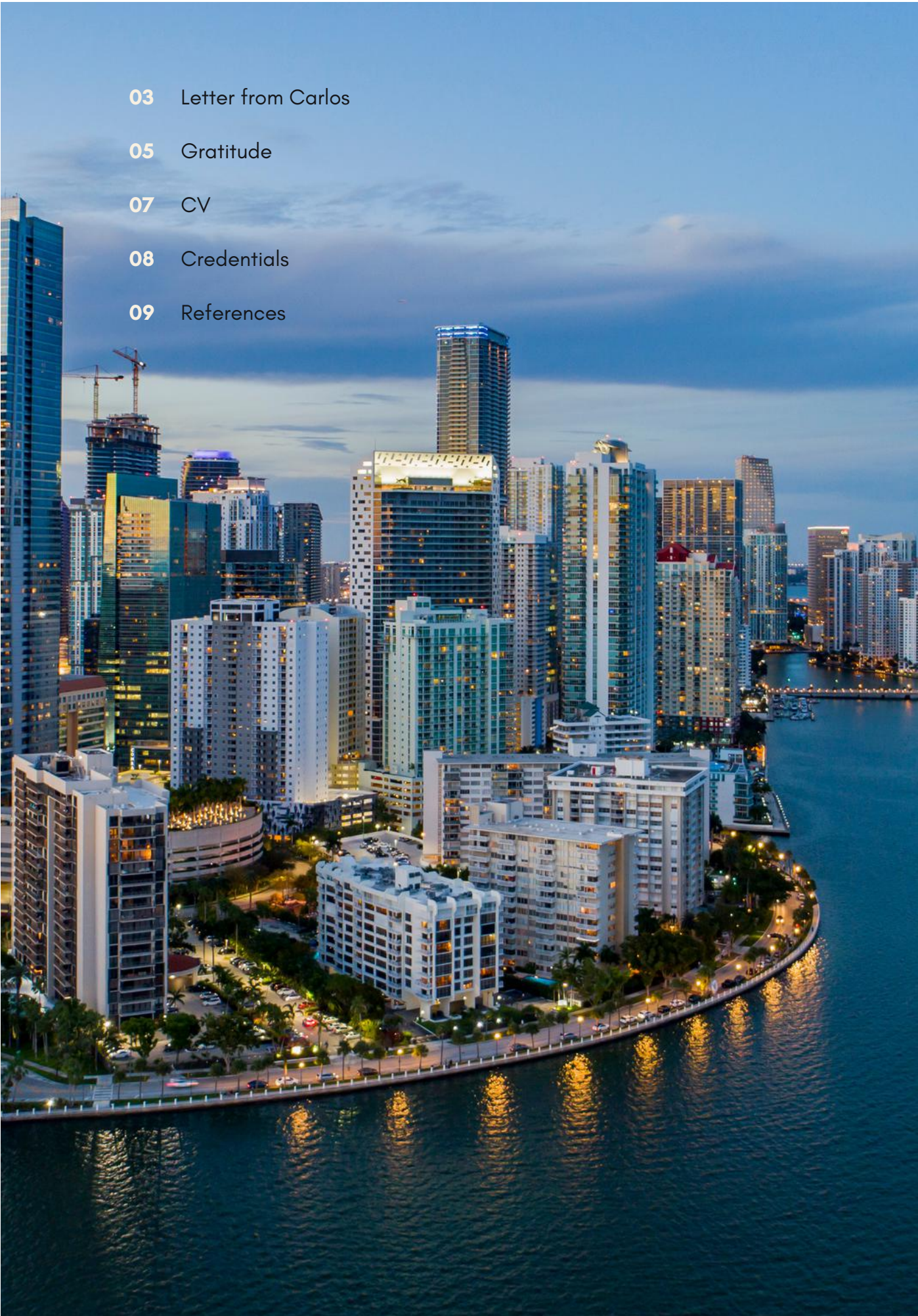


CARLOS VILLANUEVA



305.772.3897 [carlosvillanueva@keyes.com](mailto:carlosvillanueva@keyes.com)  
2423 LeJeune Road, Coral Gables, Florida 33134





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With 27 years of extensive experience in commercial real estate, a proven track record of success, and a passion for delivering exceptional results, I am confident in my ability to contribute effectively to your real estate needs.

Throughout my career, I have demonstrated expertise in various aspects of commercial real estate, including leasing, sales, property management, and investment analysis. I have successfully negotiated numerous complex transactions, built strong relationships with clients and stakeholders, and consistently exceeded targets and expectations.

My resume, attached for your review, provides a detailed overview of my professional background, highlighting key achievements and areas of expertise. Additionally, I have included references who can attest to my skills, work ethic, and character.

I am eager to bring my wealth of experience and strategic insights to you and your client.

Thank you for considering me. I am enthusiastic about the possibility of working with your team and am available at your earliest convenience for an interview. Please feel free to contact me at **305.772.3897** or via email at **carlosvillanueva@keyes.com** to schedule a meeting.

I look forward to the opportunity to discuss how my background, skills, and expertise align with the needs of your client. Thank you for your time and consideration.

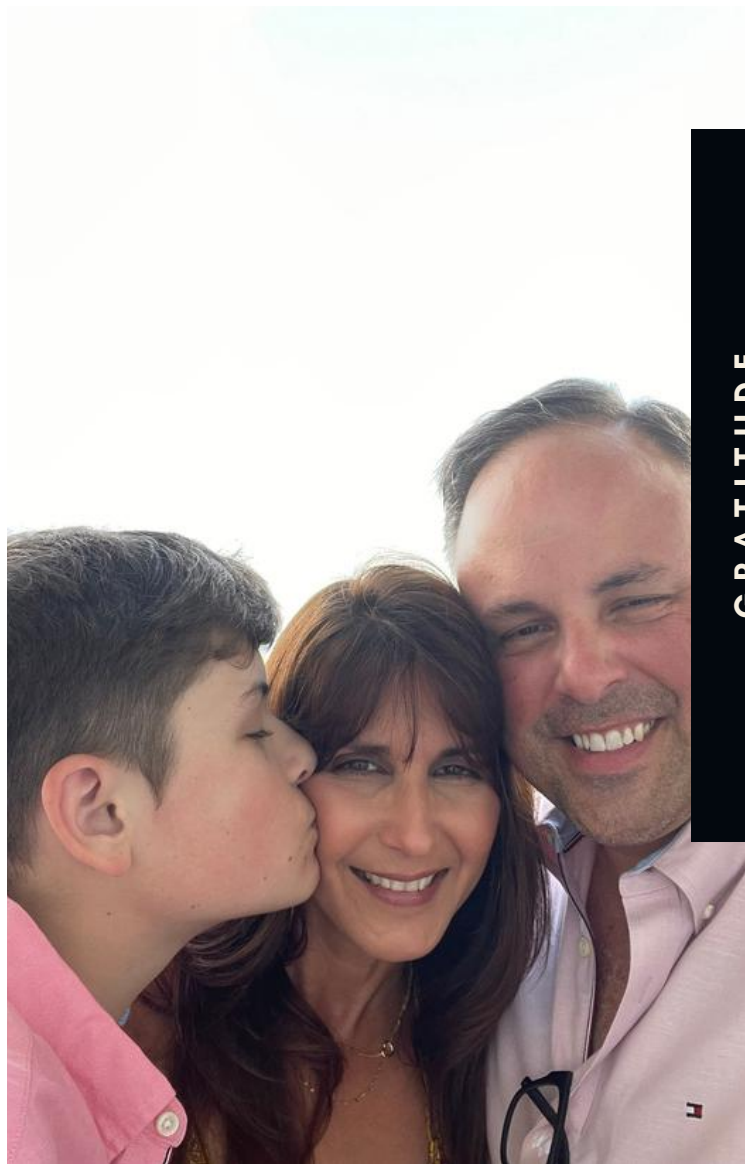
Warm regards,

A handwritten signature in black ink that reads "Carlos Villanueva". The signature is written in a cursive, flowing style with a large initial 'C'.









# GRATITUDE THAT ELEVATES ME

My heart overflows with an abundance of love and gratitude for what I have with my family. They are a source of strength, joy, and unwavering support in my life. I have a deep appreciation for the unconditional love and understanding that permeates our family bonds. No matter the circumstances, I know that I can always count on their unwavering support, listening ears, and comforting presence. Through life's ups and downs, they have been my rock, offering guidance, encouragement, and a shoulder to lean on. Their belief in me has fueled my confidence and empowered me to pursue my dreams.

I am grateful for the countless memories we have created together. From joyous celebrations to simple moments of togetherness, each experience holds a special place in my heart. Whether it's the laughter that fills the air during family gatherings, the heartfelt conversations shared over a meal, or the quiet moments of reflection and connection, these are the moments that have shaped who I am today.

Our family's strength lies not only in the love we share but also in our ability to overcome challenges together. In times of adversity, we have stood united, supporting one another through thick and thin. It is this resilience and unwavering support that gives me the confidence to face any obstacle that comes my way. With you by my side, I know that I am never alone. For all of this and more-I am grateful.





# MY CAREER JOURNEY

## CARLOS VILLANUEVA

Mr. Villanueva began his real estate career with Coldwell Banker in May 1996 as a rookie real estate agent in Miami, Florida. From the start and throughout the next 27 years, Carlos has always excelled in every role he has undertaken. His roles have varied from a top-producing real estate agent to serving in various leadership positions, including Team Leader, Assistant Managing Broker, Managing Broker, and Director.

Carlos Villanueva is currently the Regional Sales Manager and Managing Broker of The Keyes Company and has been in this role since December 2010. The Keyes Company is Florida's largest real estate services firm, with 2022 sales in excess of \$11.8 billion and more than 3,500 associates serving clients in more than 70 countries through its stake in Leading Real Estate Companies of The World. His operations have consistently set the standard for profitability, productivity, and talent development. He has served as a muse for many of the company's most successful initiatives and is a member of The Keyes Company Chairman's Advisory and Operating Board.

Prior to joining The Keyes Company, Mr. Villanueva served as Managing Director for Prudential Real Estate Affiliates, with responsibility for all business segments. In addition, he served as the company's Miami-Dade County Broker and District Sales Manager from 2005-2010. He navigated the company successfully during the depth of the global financial crisis. He was also recognized as a turnaround specialist by leading his business unit to the number one position in KPIs in the southeastern United States.

After a successful start to his real estate career both as a sales associate and as a Broker, Mr. Villanueva was appointed as President and CEO of Realty World Select in January 2003, and he became Chairman of the Board in April 2003. He served in those roles when Realty World Select was acquired by Prudential in April 2005.

Carlos is a doer, a lifelong learner and a team player.



Commercial



**COLDWELL BANKER**

# MY CREDENTIALS

**CARLOS VILLANUEVA**

## **Education**

Executive MBA-The London School of Economics and Political Science (The LSE)  
Barry University-Psychology and Human Resource Management

## **Certifications:**

The LSE-Real Estate Economics and Finance  
The LSE- Mergers and Acquisitions Program  
The LSE-Competitive Strategy and Innovation  
The LSE-Leadership and Change  
The LSE-MBA Essentials  
The LSE-Managing People and Teams  
Rice University - Real Estate Investment and Development

## **Currently Enrolled**

Saïd Business School at Oxford: Executive Leadership Programme & AI-Artificial Intelligence Program

## **Organizations**

National Association of Realtors  
Florida Realtors Director-Board of Directors 2000-Present, Multiple committees  
Miami Association of Realtors-2009 Past President, 2007 Educator of The Year, Director 2006-2012  
CCIM - Commercial Council Investment Member  
United Way Board of Trustees-2010-Present  
UM Sylvester Cancer Center Dolphins Challenge Cancer Heavy Hitter 2012-Present  
President and Board of Director Member Cutler Cay Homeowner's Association 2007-Present

## **Things Carlos does other than real estate**

Family Time  
Dating my wife  
Savoring every moment with my son  
Cooking  
Cycling  
Boating  
Traveling  
Reading and Learning  
Camping  
Visiting museums  
Laughing and enjoying good company



# COMMERCIAL REFERENCES

**CARLOS VILLANUEVA**

## References

John Adams, VP & General Manager  
Marriott Gaylord Opryland Resort & Convention Center  
630.559.6533

Eric Bachelor, CEO  
Bachelor Family Enterprises  
954.662.7000

Brian Icenhower, CEO  
Icenhower Coaching and Consulting  
805.788.8121

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DataRemote  
305.878.7265

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Heise, Suarez, Melville  
786.897.8018

Chad Hastings, Esq.  
Lesser, Lesser  
561.301.1999

