

Hi, I'm Mary, and I am honored that you are considering me to be your real estate agent.

I love real estate because **I love working with people**. I love the challenge of getting my buyers the house they want or my sellers the most money for their property, and finding creative ways to achieve your goal.

Real estate is the biggest purchase of your life and a substantial investment, so I provide you with **more than just basic real estate**. There are many ways I surpass basic service for my clients:

For sellers, I have a *team of people in every line of work* to help get your house prepared to sell. I can help arrange some services performed with payment being reimbursed at closing, so those out-of-pocket hardships don't fall on you. I provide weekly lawn maintenance at no extra cost including mowing, trimming, edging, and taking care of flower beds so that your curb appeal is at its best while you focus on keeping the inside nice and neat and ready to show.

I will stage your house with items you have on hand plus I have a small inventory of additional décor that can be used. Professional movers help me take care of the staging – at no cost to you. When you have a showing, I will go open blinds or turn on lights to prepare your house, and can even take your pets home with me and pet sit while potential buyers visit.

For buyers, I have a *few extra tactics* I can pull out of my pocket that some agents may never think of. I encourage all buyers to get a pre-approval letter for a conventional mortgage whenever possible, so that you won't miss out on those sellers that won't take FHA or VA. Instead of over-bidding on the sales price – which can come with appraisal issues – I encourage buyers to include other items, such as paying title insurance, which can be rolled into your mortgage. Plus in a multiple-offer situation, I urge buyers to write a personal letter to the sellers and include a family photo.

All buyers are set up with auto emails for new listings as they come on the market, and I will contact you as soon as these appear and make sure we can schedule a showing right away. If you are relocating and live out of town, I will go on your behalf and record a video or do a live Facetime with you so you can see the property virtually; and in a really tight market, I will recommend you contract with an option period that will give you time to come view the property without losing a large amount of contingency funds, or possibly losing the house of your dreams.

I know first-hand how these extras are important, especially for people who have transferred here and may not have family close by. I am a military spouse of an Air Force reservist, and our family has relocated. I understand moving to a new place and not knowing anyone. I have worked through relocating with the military; I know what it entails and how they operate plus the red tape involved – and sometimes what they like to spring on you unexpectedly. I also understand deployment and what is on a

spouse's plate when the other spouse is away, having no family around and the support system you need.

If you're wanting to find your first friend in your new location, you've found me.

About me:

I am a **military spouse of an Air Force reservist**. I love spending time with my family playing board games, going shopping with my daughter, or going on date nights with my husband. I also enjoy working on my house and thinking of ways to upgrade or redecorate plus often have friends over and throw small parties. We often take walks in the neighborhood and have many friends in the area, plus have helped clients buy or sell homes in my neighborhood so these **clients become my new neighbors and friends**. I also love baking and my clients often receive these treats!

Background/experience:

Real estate agent since 2009, I've closed many transactions and have a very high client approval rating. I have 25 years of **sales/customer service** experience plus 4 years of **marketing experience**. This has taught me how to deal with and respond to all different types of people, and dealing with emotional and escalated situations like those that can sometimes arise when dealing with a purchase as emotional as a home.

Knowing how to work with so many different styles of people helps me, you, the agent on the other side and their buyer or seller all work together as a team (even though we're all playing different positions), instead of against each other. I'm skilled at marketing and knowing how to present things in ways which will get the best response.

Education:

Associates Degree in **Accounting**, Bachelor's in **Business Administration** & Master's in Business Administration (**MBA**). My accounting and business background helps me do very well with numbers and understand how different scenarios can affect budgets. The business education taught me about business, contracts, forms and legal issues. This was a very holistic education which has tied in directly with my real estate education and experience.

Certifications:

I am a **Certified Relocation Specialist**. This means if you're relocating, no matter what company you're with, who you're moving with, or what kind of relocation package you get, I have been certified to help you buy or sell. I work with several of the biggest relocation companies so I know the process and what paperwork is involved and can provide you an overview of the requirements ahead of time.

Awards:

2016 Masters' Diamond – top producer in Century 21 system

2016 Quality Service Pinnacle –presented only to agents with the highest buyer and seller satisfaction rating

Midlothian Office Top Producing Agent
Top 3 Midlothian Top Producing Agent in 2016
Top 75 Producing Agent for Century 21 North Texas Region 2016 (#54)