

# About Karen

## *Experience:*

My Professional background brings to the real estate industry over 30 years of Marketing, Contract Negotiation, Sales and Customer Service experience in the computer and software industry, as well as, years as a supervisor in the Civil & Criminal Divisions of an LA Municipal Court – *great experience for deciphering legal contracts.*

My Real Estate background has been in the State of Washington, the Seattle area, (King & Snohomish Counties). In Washington I was with Windermere Real Estate for 14 years. In 2005, I moved to Arizona and put my experience to work selling real estate here in the NW area of Tucson. I love this area & think it is one of the fastest growing areas around Tucson because of its majestic mountains, desert rolling hills, blue skies, sun and stars at night. Did I mention, I love this area and love real estate here!

## *Integrity:*

As your Real Estate Advocate, I know that it is just as important to you, as it is to me, to have confidence and trust in our business relationship which, I feel one cannot have without a high quality of: Character, Honesty, and Compassion.

## *Success:*

I understand what Customer Service really is and how Important Customer Service is. My Commitment to Excellence and Quality service is known by clients throughout many states and overseas. I am dedicated to making what may be the biggest financial decision of your life run smoothly and as stress free as possible. In essence “I take the monkey off of your back”.

***As your Real Estate Advocate, whether buying or selling a home, purchase and sale transactions can be complex, you need to be informed every step along the way. Communication and Knowledge is the only way you can make an informed decision.***

## *Buying a Home:*

***I'll listen to you.*** We will work together as a team to identify and evaluate your needs, understand your goals and save you time by finding and showing you homes in **your** desired location and at **your** price point.

***I'll negotiate*** the most favorable contract for you. I will be there to guide you through the entire purchase and sale process - from the offer through the closing and after...

***I'll expedite*** your transactions efficiently & effectively with the help of my ***hand picked team of professionals*** including: my Associates, Mortgage Rep. Title Rep., Escrow Rep. and ASHI Certified Inspectors.

## *Selling a Home:*

***I will work*** with you to obtain the highest fair market price for your home by comparing like homes in the area and researching the market conditions.

***I will promote*** your home not only through advertising in real estate periodicals, but by Professional Networking Associations, Multiple Listing Services, Internet Sites, Photo Galleries and Mailings.

***I will sell*** your home within the most reasonable time frame possible because we have worked together to price your home reasonably. Remember, the sale price & condition of your home is 80% of the computation; marketing is the other 20%. The question is: ***What is important to you - having your home up for sale or selling your home?***