

SAMPLE BIOGRAPHY WRITTEN FOR REAL ESTATE AGENT

Cathy Lane Biography

If I were to pick one word that sums up what I love about working in real estate and what makes me good at what I do, it would be the word “neighborhoods.” I really know and care about neighborhoods, both as a resident and as a professional.

I've enjoyed the many attractions of this area since I was a kid. I grew up in Folsom in the 60's and moved to Fair Oaks in the early 80's, where I bought one of several homes I have owned. It's remained my neighborhood ever since. I love living in the Bird Tract, (a unique rural area with homes built in the 1950's, on 1/3 acre lots where all the streets are named after birds) and being close to the river and bike trails. Plus I really enjoy Sacramento. It's a vibrant and growing city that still retains a “small town” feel. Its central location to Tahoe, the Bay Area and the coast is a real bonus.

Of course, you can't have great neighborhoods without great people! Working with others to find what they want in a home and a community enables me to meet a lot of them. I have some really wonderful clients who have referred equally wonderful people to me. It's a thrill knowing that I helped them put down roots here. Not only do I see them expand personally as property owners but I watch them become more concerned with their community as “stake holders.” That helps all of us.

I also enjoy the challenge that comes with being a realtor. I get to use all my skill sets – from problem solving to construction, restoration and repair to all the many other details that goes into buying or selling a house. I don't mind working long hours when my clients rave about what a great job I did in finding them a special home, negotiating the contract, working with the vendors and closing the deal. The referrals I get from those clients show me that they trust me to take the same care with their friends and family members. That's important since all my business is by word-of-mouth and has been for many years.

Although I have been a Real Estate Agent/ Consultant for 25 years and an independent Real Estate Broker for 12, my background in the field began prior to that. I started as an investor in the early 80's, buying distressed or foreclosed properties. That led to managing my own rentals which eventually led to owning my own property management company and managing close to 200 units all over Sacramento county – single family homes, duplexes, fourplexes and small apartment complexes. Along the way, I co-founded and operated a full service heating & air conditioning company.

Over the years, I have overseen the restoration or repair of 2,000 rentals and residences. My extensive background in the construction of homes and infrastructures means I know what to watch out for when helping someone purchase a house. I know how to best sell a property or how to purchase one that makes sense for the client. It builds confidence.

I specialize in Fair Oaks, Carmichael, Citrus Heights, Folsom, Orangevale, Rancho Cordova, Roseville and Rocklin. I am also familiar with other areas in Sacramento having sold properties in East Sacramento, Downtown, Midtown, Placerville and Davis. However, I will go wherever my clients want to purchase property and want their agent to work with them.

- Real Estate Agent/Consultant for 25 years.
- Independent Real Estate Broker for 12 years
- Licensed by the State of California
- Member of the National Association of Realtors
- Member of the California Association of Realtors
- Member of the Sacramento Association of Realtors
- Former Member of the Sacramento Apartment Association
- Former Board Member of the Sacramento Chapter of the National Association of Residential Property Managers (NARPM)
- Owner & operator of a property management company, 15 years, overseeing close to 200 units
- Supervisor of restoration or repair of 2,000 rentals and residences
- Co-founder and manager of a full service heating & air conditioning company
- Current President(since 2008) of the West Fair Oaks Neighborhood Watch Association (largest and oldest association in Sacramento County)