

BY SAMANTHA GLUCK PHOTOS BY BETTY LUIS



REAL ESTATE PRO OPENS NEW BROKERAGE DURING PANDEMIC

Guess who opened a new real estate brokerage in the middle of the pandemic? If you guessed Maelia Davis, Broker/Owner of the RE/MAX Property Group, you'd be right. The brokerage, located in Cypress, Texas, opened its doors on June 1, 2020.

"People thought I was crazy when they found out I planned to start my own brokerage in the middle of the pandemic because so many businesses were having trouble," Maelia says, "but I knew my instinct was right, even though I imagined I'd have some downtime."

Rather than experiencing months of downtime as others had warned her about, Maelia says she and her team were "insanely busy from day one." "Long-time clients wanted to help get the word out and began referring new business to us and we're very grateful. Our business has kept growing far beyond expectations."

GET THE HOME TEAM ADVANTAGE

Maelia chose a home for the new

brokerage and converted it to an office space that perfectly fits the team's unique needs. In fact, half of the office space was built out as a coffeehouse café. This provides a quiet space for agents to meet with clients or just review listings and work on contracts. "We already have 18 people working with us, and we've all become close as family in this short amount of time. It's exactly what I hoped for. I wanted to create a space where clients and agents alike can feel at home," explains Maelia.

With over 30 years of marketing experience and nationally ranked in the top 1% of Realtors, Maelia brings new ideas and perspectives to her real estate brokerage. This

fresh outlook sets the RE/MAX Property Group apart from others. Each quarter, every team member takes courses to earn a new certification. Since beginning operations last June, Maelia and her team have earned certifications in working with military veterans and senior citizens. "Also, many of us are bilingual in English and Spanish, including myself, which puts our Spanish-speaking clients at ease when working with us," she says.

NAVIGATING A HOT REAL ESTATE MARKET

Currently, it's a great time to list a home, but it can be tough for buyers. "As a buyer in today's market, you'll need a skilled agent with experience who knows how to negotiate a great deal, or it's unlikely you'll win a house," Maelia warns. She says that there are many things to negotiate when making an offer, not just the price. Check out a few of the many things a great agent will negotiate for buyers in a seller's market:

- Offer to help with closing costs
- Give up the inspection contingency
- Waive the appraisal contingency
- Put down a stronger earnest money deposit
- Don't ask for a home warranty
- Get your loan fully underwritten
- If possible, pay with cash

Maelia, a Certified Negotiations Expert, says that most area houses are selling for significantly above the asking price. That's why it's imperative that your real estate agent knows how to structure an advantageous deal for you as the buyer.

Selling your home? Give Maelia a call and



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ask about activating her Home Readiness Team. You won't have to stress about getting your home ready to list. Once the team is activated, they'll get to work deep cleaning your entire home, including ceiling fans, blinds, moldings, baseboards, entryway, bathrooms, closets, and everything in between. Then, professional stagers will stage your home to make it look picture perfect for the professional photographer.

Worried about less-than-appealing curb appeal? Maelia and her team have got you covered. Her Home Readiness Team

is comprised of vetted, experienced, responsible members whose goal is to get your home ready to sell, removing that burden from you.

People say buying and selling a home or another property is one of the most stressful times in a person's life, but it doesn't have to be. You need an experienced, knowledgeable RE/MAX Property Group real estate professional on your side.

ONE CALL GETS IT ALL

When Maelia says she runs a full-service real estate brokerage, she means it. Specializing in residential, commercial, farm and ranch, industrial, and investment opportunities, the RE/MAX Property Group has the experience and proven track record of exceeding client expectations time and again. Serving all of Northwest Houston and beyond, this dedicated team is your one call to get it all when it comes to real estate. What are you waiting for?



CONTACT:
20228 SCHIEL ROAD
CYPRESS, TEXAS 77433
(713) 253-0104
REMAXPROPGROUP.COM