

TOP AGENT

MAGAZINE

MAELIA
DAVIS



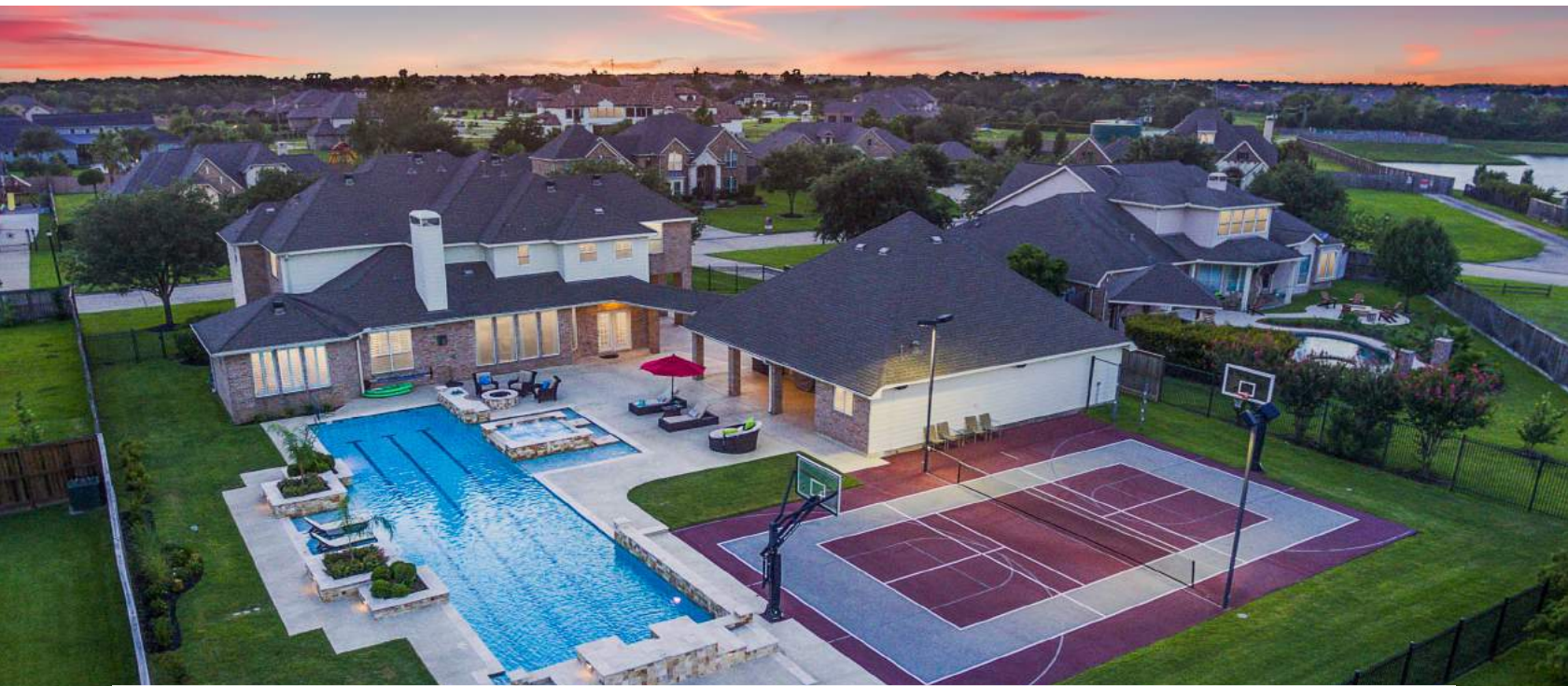


MAELIA DAVIS

Top Agent Maelia Davis' team – most of whom are bilingual – sells a wide swath of Houston, The Rio Grande Valley and the Dallas Fort Worth area.

Maelia Davis – Broker/Owner of RE/MAX Property Group in Cypress, Texas – has over two decades of experience in the real estate industry. Hardworking, intelligent and incredibly personable, Maelia has built a thriving business on a foundation of honesty, integrity and a true concern for the wellbeing of her many grateful clients.

Maelia, began working in the real estate industry in 1997 by flipping houses while working in the television industry in Los Angeles. “I just kept looking every two years for a new property, and that’s how I learned about value and remodeling. I think that’s helped me in my career because I did it for myself for so many years,” she recalls.



After a move to New York, Maelia eventually relocated to Texas in 2010 and decided to get her real estate license. “I retired from television and decided to pay full attention to real estate.”

Now a full-fledged broker with her own RE/MAX franchise, Maelia has found an

enviable level of success, abetted by a diverse team of agents – most of whom are bilingual – who share her dedication and client-first business ethos. “All of our agents have the same level of integrity and commitment,” she explains. Maelia’s team sells a wide swath of Houston, The Rio Grande Valley and the Dallas Fort Worth area. Currently,



"I love my clients," says Maelia. "I love getting to know them and I love getting to be a part of such an important part of their lives."

an impressive two-thirds of Maelia's overall business is based upon referrals and positive word of mouth, an incredible achievement by any measure, but more so in the highly competitive markets in which she works.

"I think it's because of my past experience of having to sell the houses I flipped myself," says Maelia, when asked how she manages to inspire such impressive levels of trust and

loyalty amongst her clientele. "I learned that if you don't really do the hard work of getting a home ready to sell, it's going to stay on the market longer than it should. So, I created what I call my Home Readiness Team, which I activate for every listing, regardless of price point. We come in and do a deep clean, and then stage the home, and only use professional photographers and videographers, all of which I pay for myself."



There are many factors that come into play when assessing Maelia's success story, and chief among them would be her fierce negotiating skills and thorough, intelligent marketing strategies, both of which translate into fast sales for top dollar, not to mention happy customers. "I love my clients," says Maelia. "I love getting to know them and I

love getting to be a part of such an important part of their lives."

When she's not working, which is rare, she admits, Maelia loves nothing more than spending time with her family, particularly her five children. She is also an ardent philanthropist who supports the Children's



Miracle Network through RE/MAX, and also helps raise funds for a Houston non-profit that provides shelter for families dealing with cancer.

“I think being Cuban has defined my path,” says Maelia, “because I came here when I

was seven and we were desperately poor. My parents taught me to work hard. The American dream exists, and it’s attainable. I believe that anyone who works with me would say that has definitely defined my vision of how I live my life and how I work for my clients.”



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