

TOP AGENT MAGAZINE



Wendy Brown

Helping people through difficult times is what motivates Wendy Brown, an experienced Short Sale Specialist with Better Homes and Gardens Real Estate Metro Brokers in Atlanta Georgia. With the tagline “Experienced... Knowledgeable with Proven Results”, Wendy has built a superlative reputation of working with homeowners in distressed situations throughout greater Atlanta.

In a time of economic uncertainty and fickle real estate markets, Wendy has successfully guided hundreds of individuals out of financial hardships with a supreme knowledge and prowess of the real estate short sale market. “I have built relationships with many lenders and understand each client’s short sale needs are very different,” says Wendy. “I’m a fighter and a hard worker. I don’t give up until there is a winning outcome for my client.”

An Atlanta native herself, Wendy began working in real estate in 1993 after the birth of her first son. “I was looking for something that I could do independently on my own and where I can actually help people and make a difference.” Working with Metro Brokers, Wendy maintains a home office in Lithonia. Due to the central location, Wendy services the areas of Decatur, Lithonia, Stone Mountain, Conley, Lawrenceville, Conyers, College Park, Ellenwood, Covington, McDonough, Tucker, and Snellville. “A distressed situation can happen anywhere. I feel that I am very qualified and able to help people get through what can be a very difficult and stressful process.”

With now two decades of working experience in real estate, Wendy continues to learn and stay current with the times. Wendy understands that staying on top of curve with technology is key to her business. By becoming proficient with social media outlets such as Facebook, Twitter, LinkedIn, maintaining a blog and developing her personal website <http://www.shortsalewithwendy.net>, she leaves no stone unturned. “If you don’t stay current with technology you will miss out on many clients or prospects that are searching for you. All of my business comes directly from the Internet and social media.” Wendy also continues to educate herself and has earned a wealth of certifications including as a Short Sale & Foreclosure Resource Specialist, a Foreclosure Prevention Specialist, a HAFA specialist, a Short Sale Specialist, and a Distressed Property Expert.

Due to her immense comprehension and understanding of how short sales work, Wendy boasts an extremely high

success rate, closing this past year on 25 short sales with only two going into foreclosure. “I feel that my knowledge and expertise helps homeowners with the complex issues in today’s turbulent real estate market so they can avoid foreclosure.” For her efforts Wendy consistently shows up as the number one listing and sales agent within Metro Brokers. Despite the success, it’s never been about the money, but simply helping people that motivates Wendy each day. “What I believe differentiates me from other agents is that I am willing to assist anyone at any price point. Even if you have a home listed at \$20,000 I am still willing to be there for you throughout the entire process.”

In the end it’s Wendy’s knowledge and experience that allows her to make the biggest difference. “I am very passionate about helping people. Homeowners often go in without any knowledge of what the next step should be. It can be extremely emotional time for them and financially it can be devastating. Having someone that is well informed and able to navigate the short sale with them if they are interested in a loan modification is something they need an advocate for. It’s basically just giving them an extra voice in the event that they have spoken to their lender and are frustrated. Many homeowners walk away and just move out. My job is to get the information out there so that they can actually understand the process and know they can always call upon me when needed.”

A firm believer that people can change their lives for the better, Wendy goes back to a Tony Robbins quote, “Your past does not dictate your future.” To Wendy that means, “Whatever failures that might have occurred on this one particular day, tomorrow is very different.” It’s that philosophy that Wendy had lived by, and allows her to continue to make a difference in the lives of her clients.



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