

TOP AGENT MAGAZINE



ELAINE GALLAGHER

Elaine Gallagher has always been very passionate about real estate and started her career in 1990. Since then she has forged a reputation as a loyal, hard-working agent who is passionate about real estate and about making sure her clients have the best experience

possible. Celebrating 30 years in real estate this year, Elaine serves the North County from Rancho Santa Fe to Del Mar to La Jolla to Coronado under the brokerage of Pacific Sotheby's International Realty. As she likes to say, "I sell the Ranch and Coast."

An impressive 95% of Elaine's business comes from repeat and referral clients. "Because I've been selling for 30 years, I have an incredible database of very loyal clients who refer me to their family and friends," she says. It's easy to see why: Elaine understands that the client comes first. "I treat people the way I want to be treated. I listen to exactly what's important to them. I don't try to sell them something, I try to listen to what's important to them and their lifestyle."

Elaine draws on a great depth of experience to help her clients. She has developed four spec homes, so she knows the process from beginning to end: from finding the lot, and all the decisions and details that go along with that, to bringing the completed home to market and closing the sale. She has flipped several houses as well. "I have worked with a number of properties that need an enormous amount of work and updating, so I understand how painstaking it is to find the right people and coordinate it all," she explains.

Her company, Elaine Gallagher & Associates, successfully markets her listings by advertising online and in print media, including but not limited to the prestigious *Dream Homes Magazine* (consistently for 30 years!), *Premier Magazine*, *American Lifestyle*, and the San Diego *Union-Tribune*, which has over 1 million subscribers. All of her hard work on behalf of her clients has yielded strong results. Selling over 2,100 homes,

with an average price range of \$1.5 million dollars, puts her in the top 2% consistently. "I'm proud to say I have been able to exceed expectations throughout my career, as I love the challenge to make it happen." Elaine has extensive experience working with high-achieving professionals such as athletes, CEOs and celebrities who know they can trust her to respect and honor their privacy on their behalf.

Giving back to her community is important to Elaine, and she has donated and been involved in numerous charities throughout her career. When she is not working, she loves spending time with her family and friends, and taking long walks on the beach and in the park with her son's dog. "I love living in beautiful Del Mar and have owned a few homes in the ranch," she says, "but there is something very special about living at the beach that is just priceless."

In the future, Elaine hopes to expand her team so that she can do even more to help her clients. "I want people who have the same passion and compassion that I do, so I can take it to the next level," she says. "Fortunately I have earned a great reputation for helping my clients and achieving their goals. I truly care about my clients' success and their families' success. I want to help not only them, but also their children, relatives and friends." For clients who want an agent who will listen, surpass their goals and take it to a more personal level, Elaine will exceed their expectations.



To find out more about Elaine Gallagher,
email elaineghomes@gmail.com,
visit elainegallagher.com, or call 858-449-4786