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Brenda Mancil

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REALTOR PROFILE

BRENDA MANCIL: AREA EXPERT KNOWS HOW TO GET A DEAL

Brenda Mancil knows a lot about the local housing market, since she has been an area resident for the last five years. She currently lives in Bent Tree and therefore shops, dines and sells in the corridor on a daily basis.

Mancil is a highly qualified realtor and has designations as an Accredited Buyer's Representative, an International Real Estate Specialist and is a member of The Institute for Luxury Home Marketing.

“I had a long career prior to real estate in hospitality, sales and marketing management, and feel like I have a good command on how a client wants to be treated,” she said. “I treat everyone- an inquiry caller, a potential client, an existing client, a past client- as I would want to be treated. I often tell them we need to buy not only what makes economical sense, but something they can see themselves living comfortably in.”

Mancil frequently get clients looking to relocate to the Addison area, based on having visited the area for business, pleasure, or research that steered them to the area.

“I personally have suggested Addison to a number of clients that were open to



The large kitchen with butlers pantry makes one of Mancil's featured properties a great place to call home.

several suburbs, but after listing convenience, shopping, dining, community spirit, and a neighborhood with a sense of pride, I've shown them property in Addison, and that's where they have bought,” she said.

Mancil said this area is a great place for residential real estate because the resale value is incredible.

“I sold a single-family home two years ago to an out-of-state client who purchased it from a gentleman who lived there about a year and decided to get married,” she said. “We bought the property within 30 days of it going on the market. My client lived there for six months before getting transferred. We put the home back on the market and sold it within 30 days at a profit. There are few areas where you can continually turn a property and at a profit each time.”

Mancil said that now is the time to buy, with low interest rates and the amount of inventory available. Whether you are looking for a condo, townhome, single-family home or investment property, she suggests now is the time to start looking.

“My office features one-stop shopping, in order to simplify the home—buying and selling process,” she said. “If you're a seller, the news is good-inventory is down, prices are up and the average days on the market have lessened. If you're a buyer, interest rates are down and many sellers will negotiate more in order to move on to their next property. And, for those looking for a “deal,” they are out there. Call me to find out where they are hidden!”



Available: Four bedrooms, five baths, formals, upgraded to the max, pool/spa and much more.