

TOP AGENT

MAGAZINE

Sandy Cary



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When speaking with Top Agent Sandy Cary of Sotheby's in Austin Texas, it is readily apparent that this is someone who truly loves the real estate business.

Hailing originally from Wichita, Kansas, Sandy moved to the Lone Star state after graduating from college in 1985 with a degree in Business Administration. "I had originally wanted to manage a restaurant that I was working in while I was going to school, and I did that for a short while, but I soon realized that I wanted something different."

The move to Texas, and a job as a territory sales rep for hair color giant Clairol, was a short-term solution that would allow her to move to a larger, more urban area and put her love for sales to good use. After three years with the company, she again made a change, and in doing so discovered where her true passions lay. "I'd always been interested in real estate, I'd had a few courses in college and I'd already bought and sold some properties."

Responding to an ad for a community sales

Austin, Texas



representative for a Trendmaker Homes development in Dallas, she so impressed at her interview that she was able to snag a trainee position, despite having no experience in home sales. Becoming an onsite salesperson in charge of her own Trendmaker communities for ten years, Sandy learned the real estate business inside and out. “It was a great opportunity...those early days as a trainee really taught me how to sell houses, I was able to pick the brains of other agents, to see what the best agents were doing.” A quick and enthusiastic learner, in her first year of

managing her own community she was ranked number two in sales out of thirty-two communities.

Following a ten-year break, during which she relocated to Austin and raised two sons, Sandy re-entered the real estate world by joining forces with Keller Williams, where she stayed for five years. Quick to praise the training offered by the company, she found herself gravitating more towards the luxury market and made the move to Sotheby’s three years ago. “Although Keller Williams



Luxury Home Marketing Specialist), she has successfully combined the advanced training with her sincere love of selling homes into an incredibly successful career. “I’m very people oriented,” she explains. “I find it really exciting to meet people, and help them find the perfect home. I’m patient, because for me it’s not just a transaction...my clients are putting a lot of confidence in me.” Noting that the bulk of her business is generated by referrals, she admits that there is an extra obligation to “really take good care of my clients.” The glowing testimonials on her website attest to her willingness to go above and beyond to make her clients happy.

While most of her sales are in the luxury niche, Sandy says she also does a fair amount of mid-range sales as well, including a good number of corporate relocations. Additionally, the relationships she developed early on with Trendmaker has paid off handsomely, as she is now the listing agent for a major national builder, and for several smaller builders as well.

Sandy has no current plans to open her own agency. “I’ve managed teams before, and I’m a much better salesperson than I am a manager. I want to keep on doing what I’m doing; keep perfecting my skills and getting better. I really love what I’m doing right now.”

does a lot of luxury sales, Sotheby’s really specializes in it, and the international exposure that they offer was really desirable to me. So when they invited me to work for them, it was an easy decision to make.” Her decision was validated almost immediately, as many of her existing listings transferred with her, and she noticed a new ease in obtaining new luxury listings now that she had the Sotheby’s name behind her.

The Sotheby’s name does not guarantee success, however, and Sandy strives to give her customers the best service possible, continually educating herself and doing the legwork necessary to stay on top. Having earned the designation of CLHMS (Certified

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