

# Mary Haling

Broker Associate



LIV

Sotheby's

INTERNATIONAL REALTY





# Mary Haling

## Broker Associate

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Master Certified Negotiation Expert

Luxury Real Estate Board of Regents

# Betsy Hoffman

## Licensed Personal Assistant

[bhoffman@livsothebysrealty.com](mailto:bhoffman@livsothebysrealty.com)

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# About Mary

**Mary Haling** is unwavering in her commitment to make sure her clients' interests remain front and center. She understands that buying or selling a home is about working collaboratively with her clients, and her long-standing success stems from her innate ability to treat each client with respect and understanding. Mary brings her expertise and commitment to detail to every buyer or seller, regardless of price point. This client-centric approach has led to many referrals and repeat clients, who know they can depend on Mary to help them successfully navigate each phase of the process, from initial consultation to the final transaction.

Artfully melding her background as an award-winning interior designer with her successful real estate career, Mary is a pro at helping sellers stage their home to illuminate its true potential. In appreciation of her real estate expertise, Mary received *5280 Magazine's* Five Star Real Estate Agent award for six consecutive years, from 2014-2020. She is a Master Certified Negotiation Expert (MCNE), a skill she uses to ensure her client's home buying or selling experience is enjoyable and friendly, from beginning to end.

Mary is a specialist in mountain properties, which can often present unique challenges and require specific knowledge of wells, septic systems, water and mineral rights, easements and more. Clients rely on her to navigate these intricacies, and can feel confident that she has a strong, first-hand understanding of how to navigate these circumstances. For Mary, real estate is about much more than helping clients buy or sell a home. It's about relationships, expertise, and above all, showing her clients that their needs truly will always come first.

# Client Testimonials

*Mary, it was a pleasure to work with you and frankly a relief to have a Realtor who we trust. Your ability to roll with every twist and turn is remarkable.*

- Sam & Becky Anderson

*Mary Haling was fantastic to work with. We were very lucky to get matched with her.* - Nichole Fitzgerald

*Mary Haling was amazing. She worked hard for us and was professional and followed up on tasks and timelines in a timely manner.* - Travis Taylor

*Mary Haling was incredible to work with. I spoke to her about 2 weeks before we came out house-hunting and she literally drove us around for almost sixteen hours in two days to look at various properties because we were not sure what we wanted to buy. We ended up purchasing the last property she showed us not only because of the location and the property itself, but because she was willing to contact the seller's agent to see if we could get a second showing almost immediately after our first. This is the second home we've purchased through Sotheby's and while our first agent was great, Mary is absolutely exceptional.*

- Jeff & Carissa Bauer

*Everything about our experience with Mary was exceptional!*

- Maria & Mathew Topham

*You have been the best real estate agent I've ever worked with. I mean that.*

- James Mcamara



*Mary, When I think of these last three months, there are no words to even begin to describe how thankful we are for you. As a young millennial family and first time home buyers, we were frequently told how impossible it would be to purchase a home in the Evergreen area (or really, any truly livable home in the Denver-metro area). When we approached you, you never demeaned us, belittled, or questioned whether we could afford to live where we were asking to look. Instead, you set up and came with us to every home showing that we requested. You took us in after a very frustrating and disappointing home buying experience and patiently waited with us and walked this journey along-side of us. You never ignored our calls and you always guided us to answers for all of our questions, even if they were out of your Realtor role. Our only regret in this process is that as we are now home-owners, we no longer get to work with you! Thank you for everything and for making this dream a reality for our family.*

- Annslee & Jordan

*Mary was very easy to work with, understood what we were looking for, and was very helpful through a tough process with the COVID restrictions. We enjoyed working with her and were very comfortable spending several ours with her walking through houses and discussing them. That is important, especially since we were moving across the country and were limited on time.*

- Jason & Michelle Wojciechowicz





# Recent Sales

14067 White Hawk Trail, Conifer, CO 80433

List Price: \$1,695,000



26677 Gray Buck Trail, Conifer, CO 80433

List Price: \$1,295,000



27601 Hummingbird Hill Rd., Conifer, CO 80433

List Price: \$875,000



4352 County Road 72, Bailey, CO 80421

List Price: \$774,000

# What to expect at our first meeting

## **Take a tour of the property**

Discuss what you have liked about the property

Discuss what you have not liked about the property

Create a list of actionable items to get your property ready for photography

## **Allow me to introduce myself and LIV Sotheby's International Realty**

My philosophy, qualifications and references

The Liv Sotheby's difference

My commitment to marketing your property

## **Competitive analysis and positioning your property for success**

Review of active and sold inventory

Review of absorption rate, days on market, etc.

Discussion of positioning your property to attract buyers