

# TOP AGENT

MAGAZINE

*Lauren Ellington*

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Smart and savvy, attentive and warm, Lauren Ellington with Realty Executives in Paradise Valley, Arizona, brings a powerful skill set to real estate. Her balance of the personal and the analytical has built a flourishing business. She is a top ranked residential agent according to the Phoenix Business Journal and is in the top 1% of agents with Realty Executives year after year.

Though Lauren has found success early on in her real estate career, she has a world of experience behind her. As a child growing up in a small town outside of Austin, Texas, Lauren had a successful acting career starring in commercials, film, and television including a role as Anjelica Houston's daughter on the immensely popular mini-series "Lonesome Dove." Though she loved acting she decided to turn her attention to academics, earning a degree in Supply Chain Management from Arizona State University and working for an aerospace engineering firm. "I loved the work I was doing, but I come from a real estate family and my heart was always in this industry," she says. "I wanted a career where the energy I put in determined the reward." Real estate is a great match for Lauren's drive and boundless energy and the skills she used in the corporate world translate well into real estate. "The numbers side of the business is fascinating to me," she says. "I love working with investors, managing cash flow and maximizing the return for my clients."

In Lauren's business there is nothing more important than the client. "Communication is key in this business," she says. "I always respond immediately to phone calls and emails and I guide my clients through every step of the process. I want to earn their trust and respect and let them know I'm there for them. I want each of my clients to feel as though they are my only client as a result of the level of communication and attentiveness they receive." She thrives on the personal interactions with her clients and is a strong advocate for them throughout the entire transaction. Recent clients Anne and Bob Gregerson would agree. "We knew from the second we met Lauren at an open house—her enthusiasm and love for the business—she was the REALTOR® for us. Lauren is a terrific



photography by Allison Tyler Jones

communicator, very caring and considerate, and always upbeat, which draws people to her. And her networking connections enabled our home to be toured by more than a hundred agents before it was even officially on the market." Because of her careful attention to her clients' needs, 90% of her business is from referrals.

Working across Paradise Valley, Arcadia, Biltmore and Scottsdale she handles a broad spectrum of properties and clients. She also has a strong client base in the Southeast Valley because of her time at Boeing. In all of these locations she has earned a



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stellar reputation among her colleagues who know any transaction with Lauren will run smoothly. “I put the deal first and the commission second,” she says. “My contracts are always clear and well written and I take time to anticipate any potential objections or concerns while making sure to protect my clients’ interests.” Former Phoenix Suns Star Raja Bell appreciated her attention to his family’s needs. “Lauren really understood the crazy schedule of playing in the NBA and taking care of a new baby. She worked diligently to find the perfect place for us—a home we’d love living in and also a smart investment. She always put best interests first, and

her negotiating skills were fantastic—her goal was to get us the best deal, not her the biggest commission,” he says.

Her collegiality and networking are particularly useful in the luxury market. As a resident of Paradise Valley, Lauren is well connected to the real estate community and is very knowledgeable about the area’s best properties. “My husband Chris and I have lived here since 2006 and we’re excited to raise our daughter here,” she says. “It has the feel of a charming, small town reminiscent of where I grew up in Texas, but located in the heart of a major city.”



She has also served as the Chairwoman of the Paradise Valley Luxury Home Tour, a networking group that tours new luxury listings with local agents and brokers. Her awareness of the luxury market is unparalleled. “By extensive networking with other REALTORS® and the community, I have knowledge of the ‘secret inventory,’” she says. “In the real estate industry, these properties are referred to as ‘Pocket Listings’—(homes not listed in the MLS).”

As her business continues to grow, she is dedicated to maintaining a hands-on approach with her clients. “I never want to grow so big that my clients are handed off to an assistant or other agent. I love the

interaction with people too much to ever let that go. When you hire Lauren, you get Lauren,” she says emphatically. Instead, Lauren has the help of her parents, both experienced REALTORS® in their own right. “My father was a golf pro and my mother is where my love for real estate comes from,” she says. “They will do showings and open houses and they help me manage things in general. My clients love them and it’s so great to have their support.” With people she trusts completely at her side, Lauren is positioned for a long and successful career. Her passion for real estate is immediately evident and her dynamic approach to the business keeps her moving ever further forward.

To learn more about *Lauren Ellington* visit

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