

Michelle Maldonado

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For Michelle Maldonado, being a real estate agent gives her the best of both worlds. She can channel her inner data dissector and also play to her strengths as a people person.

"I love that I have a career where I can combine my love of relationships and my passion for data," says Michelle. Her job requires that she examine and distill large amounts of information, apply what she learns to her clients' needs, and communicate effectively with all parties involved. "It's a very layered skill set that allows me to be nerdy and warm and fuzzy all at once," says Michelle. She started her real estate career nearly two decades ago selling high-rise condos. As her clients' lives changed and they moved out of condos and into homes in Davidson and Williamson counties, her business grew and expanded. Consequently, her expertise now covers the gamut.

What sets you apart from other realtors?

I thoroughly enjoy and excel at listening to both what my clients say and what they do not say. Real estate transactions are complex as they are both emotional and financial. I focus on my clients' needs and all of their changing life circumstances and work to distill the information to find a clear path to achieve their objectives.

What's the most important thing people should consider when buying a home?

In today's market, buyers are being pressed to make decisions they might not make in a "normal" market. In the frenzy to put themselves at the top of the pile of multiple offers, it's important that buyers find a peaceful space to consider what is negotiable in a home and what is not. Once a buyer can distill what is most important to them and what financial parameters they are comfortable with, they can draft an offer that fits their needs and submit with confidence.

What's the most important thing people should consider when selling a home?

Your buyer will look at your home online before they ever step foot inside it. While homes are selling at a record pace right now, it is important to prepare the home to emphasize its best features. Give your home a few days on the market

prior to allowing showings so that any and all buyers who want to view it can arrange to see it. Have your home ready so that a buyer can confidently make a strong, quick, clean offer. And lastly, think through what you need — price, time in the home after close, etc. If you communicate these things clearly, this market will likely bring you what you need.

How do you go above and beyond for your clients?

The market is fast-paced right now, and it is easy to let the speed of the market sweep us away. I take time with my clients, thoroughly explaining the market conditions and working to understand their personal circumstances. Sometimes, this means convincing buyers not to buy a particular home and sellers not to sell. This is not simply a financial transaction; it needs to fit all of the client's needs.

What's your biggest career accomplishment?

Partnering with Amanda Gleaton five years ago was a game changer for me. Amanda is the quintessential professional, and as a Nashville native, she has a unique understanding of our city. She is intuitive and empathetic and works tirelessly for our clients. With her as a partner, we are able to give our clients the one-on-one attention they deserve and this market demands.



Amanda Gleaton, Michelle Maldonado