

# Realtor® Dania Perry Exceeds Expectations from Start to Finish

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Love what you do and you will never work another day in your life. Dania Perry, a former electrical engineer, found her passion in real estate and made it her profession.

## ROAD TO REAL ESTATE

Rick Perry, her husband, explains that prior to Dania's transition into real estate, he was commuting extensively to Manhattan as a Chief Information Officer. Although Rick wanted to take a job in Seattle and make the move from Manhattan, Dania wasn't ready to make the leap. When Dania told him that she wasn't moving to Seattle, she explored

the suggestion of her sister to "find something you can do to help people."

Taking her advice to heart, Dania began her real estate career at the onset of the Great Recession and the daunting housing crisis. Her drive and determination enabled her to gain traction in the industry by helping people solve financial problems, especially those who were in financial turmoil with their homes.

## RISE IN REAL ESTATE

"Dania's ability to help people solve complex home-ownership issues and land softly were a financial lifeline for

many desperate homeowners during those lean years," says Rick. "She quickly developed a reputation as a realtor who could not only sell in the most difficult of times and under the most trying of circumstances, but sell in ways that protected the interests and needs of her clients."

After a period of sustained success, Rick decided to join his wife in real estate. "In time, it became financially viable for me to transition into real estate with her," he explains. Together, they are a dynamic duo in real estate. "We complement each other very well."



Dania, with a Master's Degree in electrical engineering, is a natural problem solver who excels in analyzing the market, finding buyers across her wide network, negotiating contracts and handling all aspects of each home sale. Rick works behind the scenes creating original marketing content for each home, and supporting the technology and administrative needs of the business.

**PUTTING CLIENTS FIRST**

Dania sets herself apart by always doing the right thing for clients. Her reputation as an ethical and principled real estate agent is paramount to her success. This approach has earned her the respect and loyalty of her clients, a great many of whom come back to her to buy and sell their homes or purchase additional real estate.



One touching example of her commitment to the well-being of her clients occurred with a couple facing dire circumstances. The husband was terminally ill and had only months to live. They asked Dania to buy their home at a price 50% below its market value. Instead of buying the home, Dania dropped everything else she was working on, reached out to all of her contacts, and worked the phones tirelessly to find a buyer who could move quickly. Her dedication paid off, as she secured a buyer who closed in 15 days at a price that was 96% of market value - earning the sellers \$300,000 more than if Dania had purchased the home at their asking price. The quick sale allowed the wife to enjoy the last few months of her husband's life in financial freedom at a NC mountain retreat that together, they had always dreamed of living. Months later, after the husband

passed, Dania received a note of deep and profound gratitude from the wife. The note is a constant reminder to Dania, a reminder of the reason she became a realtor - to help people.

For residents in Tierra Verde, Dania offers practical advice when choosing a real estate agent. She encourages sellers to talk with different agents, though to be cautious of those who promise the highest price. She has an exceptionally strong and consistent track record of protecting the interests of her clients and defending the selling prices of their homes, which has led many clients to trust her implicitly.

**FAMILY FOCUSED**

When not working, it's all about family to Dania and Rick, who met years ago while working at General Electric (GE). They are blessed with five children, who are all blazing their own trails in life. Their oldest son works with them in real estate and their oldest daughter is attending medical school. Another daughter just graduated from Dartmouth and another son is attending law school. "Our youngest son is a sophomore at Virginia Tech," adds Rick.

Despite their busy careers, Dania and Rick make time for family vacations to celebrate milestones and create lasting memories. They recently visited the Bahamas as a family and are looking forward to future vacations together.



**AN INSPIRATION**

Dania's path into real estate illustrates her passion for helping others. From her days as a highly-regarded engineer at GE to becoming a reputable real estate maven, Dania's analytical approach, coupled with her tenacity and commitment to her clients' best interests, has helped her rise to the top of residential real estate.

For more information on this Top Producer, check out her website, [daniaperry.com](http://daniaperry.com).

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