

Meet The REALTOR

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Where did you grow up?

I grew up in Cherry Hill, but I lived in Marlton for 15 years and moved to Tabernacle four years ago.

What do you like most about living in our area?

I love the fact that so many different towns in our area have their own personality and charm. From Main Street in Moorestown to the Pine Barrens...there is something for everyone! Being so centrally located to Philadelphia, New York and shore destinations is a fantastic benefit to residents as well.

What do you enjoy doing in your free time?

I enjoy spending most of my free time with my family, especially watching my sons' baseball games. I also enjoy watching movies, reading and cooking...I love trying to recreate dishes from The Cooking Channel and Food Network!

How long have you worked in real estate?

I started my real estate career the last quarter of 2005 and have been a Re/Max agent most of my career.

What is your specialty?

I try not to focus on only one aspect of real estate. I enjoy developing relationships. Having said that, I specialize in anything from condos to luxury estates. The condo buyer will one day be moving into their first home and may also refer a friend, family member or colleague that has different real estate needs as well. For me, it's all about the relationship building and creating lifetime clients.

What is the most challenging/gratifying aspect of your work?

It can be challenging to work with clients that are about to lose their home due to economic factors outside of their control. It can be quite emotional for them, but I try to look at it as getting them quick closure in a bad situation and that hopefully I will have the chance to work with them again during happier times. The most gratifying aspect would definitely be working with first time homebuyers. There is such excitement and enthusiasm at the prospect of owning your first home, and it is an opportunity for me to make this a positive and memorable experience for them by answering all of their questions and guiding them through the process. It's wonderful to be a part of someone's life at such an exciting time and then meet up again years later



to move them up into their next home!

Describe the most unique property you have listed or sold.

A few years back I listed a turn-of-the-century estate overlooking a golf course. The architecture and craftsmanship was truly amazing. On the flip side, I also sold a condemned bank owned property that had graffiti on the walls and a family of cats that took up residence inside... that was pretty unique as well!

Name one tip for someone looking to buy or sell a house.

Try to remove all emotional ties and view the sale or purchase of a property as a business transaction. It is one of the most important business decisions you will make in your lifetime, so do your research and enlist the help of a great Realtor to help you navigate through the process.

What is needed for home prices to fully recover?

Unfortunately, there is still quite a backlog

of foreclosures and short sales that have to be cleared out in order for prices to recover. The good news is that in our part of the country, home prices remain stronger than regions to the west and south. Obviously, the unemployment rate must drop to create more qualified buyers.

Why should clients choose you for their real estate agent?

I am a full time Realtor and have been an NJAR Circle of Excellence Recipient continuously since becoming a Realtor. My background is from corporate America where I functioned as a sales manager for a hotel chain. My family was involved in the construction industry, so I understand both construction and how to successfully market or negotiate a sale. For me, real estate isn't a career, it's part of who I am...there is no off button, there is a constant interest and excitement in every aspect of what I do and in those I represent. Learn more about me and read my testimonials at www.michelecansell.com!