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FEATURING

Patricia
Kaye Brown

Patricia Kaye



▶▶ featuring

By **Rod Hugan**

Photography by **Jacquelynn Buck**

“I was the nerd,” Patti Brown laughs. “As a matter of fact, I was the nerdiest of the nerds.” She was also the ultimate overachiever, having graduated near the top of her class at Temple University with a double degree in marketing and statistics. “I was friends with everybody and was always there to help people. I always wanted to be number one in everything I did.” She quotes her dad, “If you are going to bother to do something, do it right!” and that is what she did and does. Her enthusiasm is contagious.

Early on she enjoyed art (and even won painting contests) which made her consider becoming an art therapist. Creativity comes naturally to her. She chose her marketing degree because it would open opportunities to move around and be creative. “I could never just sit in a chair behind

Brown

The Nerdy “Party in a Box” - 95% Honey!

a desk all day. It doesn't suit my personality. I'm always on the move. I've got way too much energy to ever be confined to a cubicle." The statistics degree couples well with her love of marketing and helps her be effective in selling and buying real estate. When she finds new clients, she likes to give them space. "I'm not going to hound them or bury them in emails and phone calls. I don't cold call them and constantly bug them. I treat them the way I want to be treated. I tell them I'm always available for a call or a text and I might make an occasional phone call to see how they're doing. That's it." This approach has led to great success for her.

Her first job out of college was working as a proposal coordinator for Roy F. Weston Corporation. It was a great job. She worked with engineers, geologists, hydrogeologists, bomb and explosive experts to make proposals for federal superfund cleanups. It was not a nine to five job as she raced around putting proposals together and rushing them through to meet deadlines. "These were smart, crazy people and fun to work with.

It was great training for real estate." She also worked for Lukens Steel as a marketing analyst, using her training in statistics and even getting to fly around in the corporate jet. After moving to Tucson, she began working at the University of Arizona writing and overseeing alternative medicine grants for Dr. Andrew Weil. All these broad experiences laid the groundwork for her success in real estate.



She made the career move to real estate because she hated the house they bought when they moved to Tucson.

"It was awful. Coming from Pennsylvania, we knew nothing about western exposure or covered outdoor spaces or anything about living here. We were not happy. I actually went to real estate school so I could sell our house and find good people I would want to work with in the future." For Patti, being a real estate agent was the perfect marriage between her education, her ability to work with diverse people, and her deep love for helping others. Her bad experience with a home motivates her to help her clients. "When they move in, they are going to know all



Patti with her sons Connor & Patrick



Patti with her mom Jeanne

the good things, all the bad things, and all the quirks about their house. To earn my commission, I owe them that.” Each one of her clients benefits from her experience and knowledge. “I’m not some Uber driver, just driving people around.”

Patti was born in Fort Leonard Wood, Missouri. Her father was in the army and they moved around quite a bit until she was five years old when her dad finished his service and the family settled in the suburbs of Philadelphia in Chester County. Her parents were not raised in the United States. Her paternal grandfather had graduated from MIT and worked on the Panama Canal where her father was born. Her maternal grandfather was hired by the Ford Foundation to go to the Middle East to help them grow crops in arid lands, so her mother was raised in India. “Philly was a good place to grow up,” she recalls. “Some of that stuck with me. Folks say I’m 95% honey, and there’s still that 5% Philly girl.”

In retirement, her mother’s grandparents bought property in Oro Valley Country Club. Starting at age six, Patti got to spend two months every summer visiting Tucson. To those who ask why anyone in their right mind would come to Tucson in the summer, she responds, “Have you been in Philly in the summertime? There is no place to cool off. There are bugs the size of quarters. The humidity is so high it rolls off you in waves. Who wanted that when you could go to Tucson, hang out with cousins, drive a golf cart all over the Oro Valley Country Club, and go swimming in a beautiful pool any time you wanted?” From those early years, Patti became an ambassador for Tucson. She fell in love with its beauty and watched it grow. “When we drove golf carts in Oro Valley there were huge jackrabbits everywhere and very few homes. It is amazing how things have changed as more people discovered beautiful Tucson.”

When her parents retired, they moved into her grandparents’ home in Tucson. Patti also made the move in 1999. “I always knew I wanted to

live here.” One of the greatest joys for her now is visiting her late grandmother’s home, now owned by her mother. Someday it will be hers and it delights her that her son lives there helping to care for her mom. That four generations all will have lived in the same house in beautiful Oro Valley puts a smile on her face as she treasures all the memories made in that wonderful home.

Her passions outside of real estate are one hundred per-

cent around animals, especially dogs. “I’m the lady who skids to a stop in the middle of Grant Road, puts on the flashers, runs over to save the little dog, brings him to the vet, and pays all the bills.” She continues on, “Not just dogs, either. I rescue all kinds of animals. I once even rescued a snapping turtle. That was scary. I’m the kind of person who scoops poor little wasps out of the swimming pool and sets them free. I rescue everything. Well, everything except snakes. I won’t touch snakes...” She laughs at herself before talking more about her dog, Loki. She loves helping creatures of all kinds; “If I could do anything, I’d probably move to Sonoita, buy one of those thirty-acre plots that can’t be divided, build a little house on it, and do dog rescue.”

Being on the go and fully engaged is a big deal. “I’m always on the move.” Patti laughs, “People say that I’m a party-in-a-box.” Even two major back surgeries couldn’t slow her down, although investing in a chair from Relax the Back helps her get relief from ongoing pain. She enjoys occasional trips to the beach with her best cousin, Mayja, and what she laughingly calls her ‘retail therapy’. “I could easily be a personal shopper. I love decorating and getting houses ready to sell.” She also enjoys giving back by helping Easter Seals and chairing the committee for Cooking with The Stars, a fundraiser that takes place at Mr. An’s. She ruefully admits that she thoroughly enjoyed volunteering with the Humane Society, but it wasn’t good for her. “I ended up with five dogs...”

What’s next for Patti? “Maybe I can convince the government that we should have animal shelters and preschools and assisted living facilities all built next door to each other. I think that would be so helpful for our elderly, our children, and our animals.” When Patti says it, you’re pretty sure she could make it happen.

The nerdy ‘party-in-a-box’ loves to help her clients, her mom, her kids, dogs, and even wasps. It shows.



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