

TOP AGENT

MAGAZINE



Hannah Gigley

"I love being a mom! Somewhere along the line, I also got really good at real estate, but it wasn't my original plan," laughs Hannah Gigley, leader of the Gigley Team at RE/MAX Four Corners. However humble Hannah may be, her stats don't lie. She is in the Top 1% of REALTORS® in the State of Texas, and her list of awards and accolades is lengthy. In fact, for Hannah "somewhere along the line" actually happened immediately.

A former interior decorator, Hannah earned her real estate license in 2004 as the result of a family need. "We had a child with special needs and we needed more income in order to meet his school needs," she recalls. Hannah promptly earned the "Rookie of the Year" award after her first full year in real estate. "I did everything anyone asked. I never said no. I was the person everyone handed the real estate they didn't want to do, like leases and tiny houses."

For the next several years, Hannah worked as a solo agent before realizing that she wasn't going to survive without help. She hired her first assistant a few years into business which happened to coincide with the real estate crash, but ironically wound up being some of her best years.

"I am so thankful for all I learned during the crash. It gave me an opportunity to dig in and learn. It made me a more well-rounded agent," she says. "I learned about short sales and foreclosures, and learned more about how to market homes to sell, and my listings continued to sell, even in a down market" she adds. The downturn also reinforced her commitment to make sure that all of her clients view real estate as an investment.

"My father was an economist, so I've always planned long-term. A home is an investment, and I want to help buyers—particularly young couples and first time home buyers—to understand that. I want to make sure that they don't get in over their heads," she explains.

These days, with the real estate market in recovery from the recession, Hannah has focused additional efforts on

studying what is next in marketing and technology. "Technology changes so fast, my team is constantly changing and morphing with it," she says. "We spend a lot of time focusing on new and emerging opportunities with social media," she adds. Her team has grown to include a total of three assistants and a buyers agent.

Hannah's position at the top of the Dallas/Ft. Worth real estate market, coupled with her role as a wife and mother to 4 children wouldn't seem to leave much spare time, yet she still finds time to raise money for charity. "My son started Aaron's Race & Roll for children and adults with special needs to experience the thrill of accomplishing and finishing a race. In its first year, we had over 350 people who ran, walked or rolled in wheel chairs and scooters to finish the race. We raised over \$27,000 for charity," Hannah says. That money was then donated to various charities including Especially Needed, ManeGait, and others. Incidentally, Hannah is also a triathlete, and Marathon runner who frequently competes in additional triathlons, some of which also raise money for charity.

As far as the future is concerned, Hannah sees a long career in real estate ahead of her. "My focus is to have a happy family, and happy clients and to help others. I don't necessarily need to grow my team any bigger or be a lot busier. I want to keep my team busy, and earning money, and I want to continue to provide excellent service to my clients."



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