

Melissa & Mark GULLA

“I used to say, I need to be selling something bigger, likes houses.”

REMAX Select Realty agents Melissa and Mark Gulla are mother-and-son agents that have a completely different approach on selling real estate. Mark likes the flexible lifestyle that selling real estate offers and being able to work from home or the golf course, while Melissa likes to start her days off on an early note and heading into the office. She attributes their varying work perspectives to their age difference ... and followed her comment with a laugh.



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“Working at REMAX has been an awesome experience. I am truly an independent contractor. I like to work on my own. If I need help, there is always help available; with a quick phone call, I can literally speak to any of the three owners. Also, there is always an agent that is willing to help.” – Melissa Gulla

Camaraderie. It’s what ties their family, clients, and fellow agents together. They appreciate being able to work in an environment where everyone is invested in the success of one another, but also at home where the family enjoys spending time with each other. While Fridays and Saturdays are reserved as date nights for Melissa and her husband, one of her favorite days of the week is Wednesday, because every Wednesday is family dinner night at her house. Melissa jokingly admits she chose Wednesday thinking it was the least busy day of the week... so everyone would have less reasons to try to make excuses not to come home for dinner.

The family truly enjoys spending time together and look forward to their annual family vacation to Myrtle Beach in South Carolina, and often watching sporting events together. Go Steelers and Penguins! The friendship that she has with her children is proof that waiting to begin selling real estate was the right move for Melissa. She is glad that she was able to spend time with her children when they were younger and was able to truly experience their childhood with them.

“When Mark got his driver’s license, I got my real estate license.” So it was perfect timing for the family. Initially starting out, Melissa still had time to attend Mark’s high school sports matches while still selling houses.

They have come along way since then but are enjoying the ride.

... Sales has always been a passion for Melissa, but she felt like there was something bigger for her to sell! That is when selling houses really stuck with her; it was definitely a step up from small home project sales. The thrill of the selling process and the interaction she gets to have with other agents and clients on a daily basis is what drives Melissa to be as productive and positive as she can. She thoroughly appreciates the time she gets to spend with her clients, especially when she can get them to their end result faster and more smooth than they expected.

Alongside many things that they share in common, passion for their clients is at the top of the list. Mark, in particular, strives to exceed his clients needs and expectations as a full-time real estate agent. Being able to combine his learned expertise and the knowledge his mother has shared with him over the years has allowed Mark the ability to offer his clients the guidance they are looking for when buying and selling their home.

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that keeps their goals and desires at the forefront. My personal goal is to become their REALTOR® for LIFE! That’s why make sure I go above and beyond each and every time!” – Mark Gulla

Though they are not a team, and instead work as individual agents, competition is a word Mark likes to use. Melissa set an extremely high standard for him at a young age, and he now holds himself to that standard on a daily basis. He jokes that when he was new to the business, he wanted to be on a team with his mom. Her response would always be, “When you work as hard as I do, that’s when we will be a team.” Despite not becoming an official “team,” Melissa admits that Mark has risen to the challenge and is definitely working up to her standards, but they are both enjoying their own individual businesses at the moment.

And while they manage their own clientele and work lives separately, they are still able to rely on one another when needed. Whenever Mark has a question about the industry, Melissa is right there to help him out. And whenever Melissa has a question, she is relieved to know that help is just a phone call away.