

KATHY MAY-MARTIN

COLDWELL BANKER
JIM HENRY & ASSOCIATES

Kathy May-Martin has been a powerhouse in the Real Estate business for over 30 years and is the owner and Principal Broker of Coldwell Banker Jim Henry & Associates, located in Kingston, Tennessee. In 2021, May-Martin made the cover story of "Top 100 People in Real Estate" with a subscription base in 30 counties. In 2022, she appeared in "Best in Real Estate" magazine and is a two-time cover story in "Top Agent Tennessee" magazine. May-Martin is also appearing on the upcoming cover and feature story in "Executive Agent Magazine" for March 2023. She is ranked in the top 1% of all Coldwell Banker agents nationwide. She is also a Global Luxury agent and is an Amazon Best Selling author and currently working on a second real estate book to be released in summer of 2023.

May-Martin is very invested in the communities where she lives and works. "The company celebrating over 50 years in business is a testament to our hard work and dedication to the communities we serve," said May-Martin. "I currently serve as Chair to the Fort Sanders Foundation Board and Roane County Campaign Chair for Governor Bill Lee. I have served as chair of the Greater Smoky Mountain Boy Scouts of America Eagle Creek District, which serves five counties in the East Tennessee area. In 2021, I served as chair of the Roane County Boy Scouts of America district. And, I have served as chair of the Roane County Chamber of Commerce and I currently serve on the Roane County Chamber board. I am a long-time member of the Harriman Rotary Club and have served on numerous committees throughout my career. I was honored to be named Roane County's Woman of the Year for 2021."

Understanding that the market is volatile now, May-Martin lays the groundwork with her knowledge and experience to set real expectations for her clients and keep the frustration levels low in any market. Her negotiating skills, along with an active pulse on the current market situation, are always a winning edge for her clients when it comes time to buy or sell. Listening and determining what is a priority for her clients, and then assisting those clients with prioritizing that list to match current market conditions is part of laying the groundwork for a realistic outcome in the buying and selling process. May-Martin explains the market is ever evolving and changing, "Every market offers different challenges and opportunities, and my knowledge and experience have taught me to embrace change and search for those new opportunities where others might have overlooked."

May-Martin credits her success to her work ethic, commitment to serve and attention to detail. Underlying it all is her ability to communicate with everyone. "Having the ability to overcome obstacles and keep emotions and logic in balance has served my clients well throughout my career," she said. "One of my favorite aspects of my business is meeting new people every day from all walks of life. My clients always tell me how easy I make the process. They know that if they call on me, I have the capacity to execute and navigate any problem that might arise. Every day is a new day. I also have a passion to assist new agents with cultivating their careers. I enjoy sharing my knowledge and experience, while learning new ways to be the best I can be every day for my clients and my team. And, I live by my motto 'I Guarantee My Personal Best.'"

