



Sometimes, circumstances come together and things work out exactly as they are meant to. That's what happened at the start of Kim Decker's real estate career. "I originally got into it because my husband was going to get his license, and I just decided to get mine, too," she recalls. "It turned out to be perfect timing, because the company where I worked was closing, and I was able to transition right into real estate." But the good timing didn't stop there. "I got my license on a Friday and took my first listing the very next day, then hit the ground running doing whatever I had to do to get established. That included hours of phone calls and many days spent door knocking."

Now, 12 years into a successful career, Kim serves the many communities of the North and West Valley, including Anthem, Goodyear, and Peoria, with residential real estate services. "I do a lot of my business with military families who are moving in or being relocated out. I enjoy working with first-time buyers and move-up buyers, too."

All the hard work, long days, and late nights early in Kim's career have paid off. She is now routinely recognized for being among Arizona's most prolific agents. "I've been with Century 21 my entire career and was named their #1 agent for production in the Southwest Region in 2013 and 2015," she says. Those years also saw Kim achieve Top 10 production status for Maricopa County. And for the last six years, she has achieved either Century 21's Centurion Award or the Double Centurion Award.

These accolades are only one of the many reasons Kim's clients love to work with her. "Because I

close so many transactions, I've gained tremendous knowledge and have seen just about everything

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that can happen during the sale or purchase of a home," she explains. "And my husband used to be a contractor, so I have that construction background as well. I can offer clients both the knowledge of the transaction, plus the knowledge of how a home is built, and that's not something a lot of agents can offer."

Her thoroughness and attention to detail also keep clients coming back. "I think my clients appreciate my ability to get their transaction closed on time and make sure everything is taken care of during the process," she says. "I've had many clients call me after a transaction and say, 'I've never had an agent like you. You took care of it all.' I make sure everyone involved in the transaction is following through."

Kim still heeds the advice an experienced agent gave her when she was first starting out. "Always keep in touch with clients, follow up after the sale, and be there for anything they might need," she says. "This has served me well and helped me grow my referral business over the years." And what advice would Kim offer to someone thinking about a real estate career of their own? "I would tell them they have to be OK with working a lot of



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hours and be willing to do what it takes to get established," she says. "It's not an easy business, but if you're willing to break out of your comfort zone, you can have a wonderful career."

Kim's husband recently joined her in the business, and they are looking forward to working together as a powerhouse team. "Our plan is for him to work with buyers and show properties, while I focus more on obtaining and working with listings," she explains.

While her days of door knocking and cold calling may be over, Kim's commitment to working hard for her clients is not. "I'm one of those people who is up at 4:30 in the morning and if I have to still be

working at my desk at midnight to make sure I'm on top of things, that's what I'll do," she says. "I've always had that can-do, get-it-done mentality."



Kim Decker

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