



Education is a thread that runs throughout Silicon Valley REALTOR® Mary Pope-Handy's career. A second-generation Silicon Valley agent, she made the transition from teaching to real estate after starting a family. "I absolutely loved teaching but the pay wasn't great," she says. "I had grown up around the business and knew I would enjoy the work." Now a licensed real estate agent for more than 20 years, Mary is a self-professed "real estate education junkie" who is continually learning new ways to better assist her clients. She currently holds a number of specialty designations, including CIPS - Certified International Property Specialist, CRS - Certified Residential Specialist, SRES - Seniors Real Estate Specialist, and ABR - Accredited Buyer Representative.

Based in Los Gatos, Mary assists clients in all of San Jose and the Santa Clara Valley and sometimes covers all of Silicon Valley, as well. She is well known for her expansive knowledge of both the area and the intricacies of its real estate climate. "In 2004 I co-authored a book, *Get the Best Deal When Selling Your Home in Silicon Valley*, and in 2011 I was named Best Real Estate Agent in Silicon Valley by a poll of the readers of the *San Jose Mercury News*," she explains. Also an award-winning

real estate blogger, her 10-year blog archive includes more than 2,000 articles, many of which have unique content on neighborhoods that can't be found anywhere else.

Mary's willingness to educate her clients gives them peace of mind and a secure feeling they may not have felt when working with other agents. "I'm not a pushy agent. I believe in giving people great information so they can make a good decision," she says. "They don't need a sales job; they need an advisor. I believe strongly in working only with nice folks who are committed to buying or selling here. Usually my clients become my friends. And that is a wonderful way to wrap up a transaction."

Along with taking responsibility for educating her clients, Mary is fiercely committed to protecting their best interests. "Ethics are extremely important to me, so if it's important to my buyers and sellers, we are going to do great things together," she explains. "If I get the sense they aren't honest, or expect me not to be, it's no-go." Additionally, Mary stresses the importance of her fiduciary responsibility. "I'm supposed to take care of my clients' interests, finances, and everything else as if they were my own. I take that very seriously."

Mary also believes in giving back to the communities that support her business and does so through her involvement in local arts initiatives. She was previously a sponsor of the Los Gatos Shakespeare Festival and is currently co-sponsoring a summer Music in the Park Series in the Almaden Valley, featuring a variety of musical genres.

With her deep ties to the community, it's no surprise that one of Mary's favorite things to do when she's not working is simply spending time with family and friends, experiencing everything Los Gatos has to offer. She also enjoys writing, trying new restaurants, researching local history and traveling.

Looking ahead, Mary has plans to continue improving her blogs and websites so she can reach even more potential clients. There's also a good chance she will grow her team. "My daughter is an unlicensed assistant who helps me half time and that frees me up to focus on staying in touch with clients, working my listings and sales, and doing things that matter most," Mary explains. "At some point I'd like to have a licensed assistant; that would make traveling a little easier and allow me to serve my clients even better."

Mary Pope-Handy

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