

featuredagent

magazine



Nadine Morency-Mohs



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Buying a home without the proper guidance can be challenging. Just ask New York real estate broker Nadine Morency-Mohs. She learned that about 15 years ago when she was buying her home. “It was a daunting task,” she recalls. “When I did get to a point where I was ready to purchase, I realized it was more difficult than it needed to be because I didn’t have the right real estate agent.” That experience started Nadine thinking about what it would take to be a good agent, and evaluating her own skill set to see if the business would be the right fit. “I realized I had all the skills necessary to become an agent,” Nadine says. “I’m definitely a people person first and foremost. I also knew I’d be able to walk someone through the process step-by-step, and keep them informed and educated. I had a feeling real estate was something I would enjoy and 11 years later, here I am!”

With more than a decade of experience, Nadine serves

clients throughout Brooklyn, Queens and Nassau County. She doesn’t limit herself to working with one type of client or market segment; she welcomes anyone who needs help buying or selling a home, mixed use property or commercial property. “One of the things I love about this business is that I get to work with people from all walks of life,” Nadine explains. “I work with established homeowners, first-time home buyers, move-up buyers, and clients looking for rentals. I also work with renters who have vouchers from city programs for affordable housing, as well as those looking to rent luxury spaces.”

Nadine’s patience, wide-ranging experience and willingness to work with clients at every price point have allowed her to build a business largely based on repeat clients and referrals. “I’ll work with someone and they refer me to their friends or family members,” Nadine says. “I have clients where I’ve worked with multiple family members and I get a lot



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of repeat business from the same clients doing multiple transactions. I feel fortunate that the majority of my business is now referral-based.”

Careful attention to detail and consistent communication also contribute to Nadine’s ongoing success. “I’m super-big on communication. I like to keep everyone informed every step of the way,” she says. “That includes the other real estate agents, attorneys, the title company and of course, my clients. Everyone is kept in the loop as we go along so there are no surprises.”

It’s not just the way she conducts real estate transactions that sets Nadine apart. The values that form the foundation of her business are also noteworthy.

“I go out of my way to do everything above board ethically and morally,” she says. “I try to help people in any way I can — whether by giving the right advice or sometimes even monetarily to try to get to them to the finish line of a transaction,” she continues. “My core values are about putting my clients first because this is one of the biggest individual transactions they’re going to make in their lifetimes.” Above all, Nadine makes an effort to put herself in her clients’ shoes and empathize with what they’re experiencing. “There will be times along the way when they need a friend; sometimes a client is going through something in their life and they share this with me as we’re going through the process. I try to give guidance and lend an ear or assistance so I can make their process smoother and easier.”



There's no question that getting into real estate was the right career move for Nadine. But she cautions others who may be looking at the business through the wrong lens. "Sometimes, all they see is the money. I know a lot of people who have taken a real estate course so they know how to invest versus wanting to be of service," Nadine explains. "When anyone asks me I tell them to make sure they're going to do it for the right reasons, because they're not going to be happy unless they are passionate about it."

There's no question Nadine is passionate about the work she does in real estate, and that passion extends to her involvement in the community as well. She is the Vice President of the Board of Directors with the Neighborhood Preservation and Development Corporation of Allen AME Church. She also serves on the Board of Directors for the Greater

Allen Development Corporation, which focuses on developing affordable housing and senior housing. Additionally, she recently partnered with another real estate company in Boston to create an organization called Hip Hop Real Estate. Their goal is to empower and educate youth about home ownership at a young age so they can learn the tools they need to invest in real estate early. They also plan to do bi-weekly podcasts with panel discussions featuring elected officials, celebrities and previous clients, all talking about real estate.

As her business continues to grow and change, Nadine never loses sight of what's most important. "Meeting people from all walks of life will always be the best part of this business," she says. "I love hearing my clients' stories and helping them reach their real estate goals."

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