



Arizona residents looking to buy, sell or rent a home are in good hands when they choose to work with East Valley real estate agent Shannon Gillette. Her entire career has been devoted to real estate, starting with property management, then working for the nation's largest home builder as one of their most successful sales consultants. When she was ready for a new challenge in 2014, Shannon brought all that ex-

perience with her when she joined the Morrison Team at Launch Real Estate.

A lifelong resident of the area, Shannon grew up in Chandler and currently lives in Gilbert, with a move planned to a new home in Queen Creek later this year. "I have extensive area knowledge of the whole South-east Valley, which is extremely helpful for my clients," she says. "Whether someone is buying, selling or even looking for a rental, I am honored to help my clients meet their real estate goals."

It hasn't taken Shannon long to earn an incredible 90% referral rate, and she believes she knows why. "My clients' goals become my goals," she says. "If they're looking for something specific, I won't give up until we find what they're looking for." That tenacity, combined with her genuine love for the business, means long transactions are never an issue. "I've had clients who have been on a 16-month journey looking at homes. They have apologized for taking a long time but I don't mind. I have a lot of patience and find so much joy in my job; it doesn't feel like work to me."

She is equally committed to helping her listing clients sell their homes quickly. "Because most people start their home searches online, we use a professional photographer to take our listing photos," Shannon explains. "We're also

a leader in marketing and technology. Our goal is to make sure everyone knows your home is for sale. Our listings are seen by thousands of people, because the more potential buyers who know it's for sale, the faster it will sell. My website offers real-time availability and some of the best search features out there so clients never miss out on knowing what's for sale."

"I want to continue to grow to be able to help more people get to the finish line of finding a perfect home. I really want to make the experience great. Buying or selling should be an exciting time and I want my clients to enjoy it!"

Communicating with her clients openly and honestly is a hallmark of the way Shannon conducts her business, and is just one of the reasons she has earned a 5-star approval rating in client reviews. "I have a true appreciation for my clients and a passion to provide them with best experience possible, that's why most of my business comes from referrals."

It's not just helping clients Shannon is passionate about. Her giving spirit extends into the communities she serves as well. She is involved in the Young Professionals' Network and is part of the outreach group for her local real estate board, which is instrumental in keeping agents involved in the community. Additionally, she volunteers once a week helping first graders at a local school and spends time doing activities with kids at a foster care placement center.

The future of Shannon's business certainly looks bright. She will continue to appear on the show AZ Luxury Tour and has exciting plans for growth. "I want to continue to grow to be able to help more people get to the finish line of finding a perfect home. I really want to make the experience great. Buying or selling should be an exciting time and I want my clients to enjoy it!"

Shannon Gillette

Launch Real Estate | Queen Creek, AZ

480.518.6885 | Shannon@MorrisonTeam.com | Shannon-Gillette.com