



As one of the Top 100 REALTORS® in Orlando, RE/MAX Hall of Fame Award recipient Gail Higley knows how to succeed for her buyers and sellers. This is largely due to the fact that she has always gone the extra mile to ensure she is at the forefront of real estate education and trends in her market. Gail has earned the designations of Luxury Home Specialist, Certified Residential Specialist, Accredited Buyer

Representative, Real Estate Owned/Foreclosure Specialist, and is a Board Certified Depressed Property Expert. By electing to earn these designations, Gail demonstrates just how committed she is to delivering a premium client experience.

As a native Floridian, Gail uses her trove of education, 20+ years of experience, and gold-standard customer service to create enjoyable, exciting, and stress-free real estate experiences for her clients. “My parents taught me to choose one thing and be the best at it that I could possibly be,” Gail says. To that end, she credits her early career and decade of experience working in IT customer service at Lockheed Martin, for the tremendous groundwork upon which to build her real estate career. “I always knew I wanted to go into real estate,” she explains. “I was able to use that great foundation of customer service experience to finally go for it in 1994, and I’ve never looked back.”

However, she says that while the customer service background helped her in the early days of her career, the fact that she has worked with a professional business coach, has truly cemented her position as a top Orlando REALTOR®. “Coaching keeps me focused on my clients’ goals, and how to meet those goals,” Gail says. “Professionalism and perseverance in the moment prevents outside influences from making me lose that laser focus. I am completely results driven for my clients.”

Whether she is working with a buyer, seller or investor, Gail’s experience along with the support of a full team at her RE/MAX office, certainly resonates with her

clients, with a full 90% of her business stemming from referrals or repeat clients. The reason so many come back to Gail, time and again? “No one knows Central Florida better than me,” she says. “I went to school here, my children have gone to school here, and my experience for more than 20 years allows me to facilitate real estate transactions with utmost confidence and competence.”

In addition, Gail is ever mindful of the fact that she is helping her clients with one of the biggest financial decisions of their lives. “I am helping to facilitate wealth for clients, which I take very seriously,” says Gail. As such, she says that her role in helping buyers find the best home for their needs, and designing specific marketing plans for her sellers, is not only an honor, but something she enjoys tremendously. “It sounds cliché, but I really do love helping people. I love the face-to-face dynamic of working together to achieve their goals.”

Gail also loves the Central Florida community where she lives, works, and has raised her own family. She’s been actively involved in the Central Florida Women’s League for more than 15 years, and currently, she is a member of the Scholarship Committee and takes great pride in the role. “We fundraise locally and donate locally,” says Gail. “Our scholarship committee awards financial assistance to young men and women in high school as they prepare for college.” In addition, Gail is a strong supporter of Canine Companions for Independence (CCI).

With over two decades of success behind her, Gail still has big plans ahead. Although she’s already ranked in the Top 1% of REALTORS® nationwide and earned the Lifetime Achievement Award from RE/MAX, she laughs when saying, “I feel like I’m just hitting my stride.” Continuing she says, “I do the same thing I would advise new agents to do: I stick to the fundamentals, keep my head down, and work hard. If you do that, and you put the focus on your clients’ needs before your own, it’s hard to fail. I have no plans to slow down, and I’m looking forward to continuing to elevate the client experience for buyers and sellers.”

Gail Higley

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