

featuredagent

magazine



Carrie Hughes



Carrie Hughes

Carrie Hughes received her first taste of the real estate industry back in high school, working as a part-time receptionist at a Century 21 office in her hometown. After learning firsthand the industry's ins and outs, she became the office manager and went on to earn her license. In 2000, Carrie found herself working alongside a mortgage broker connected to her office, helping with day-to-day duties and getting a sense for the industry along the way. In short order, she fell in love with the creative problem-solving and puzzle work of the mortgage business and decided to make a pivotal transition to a new sector of the real estate world. Today, Carrie has crafted a masterful reputation for client-centered service focused on communication, advocacy, and relationships built to last.

Carrie and her team at Peoples Mortgage Company are based in Peoria, Arizona, though she is licensed in

both Arizona and California, and serves clients across both states. Her business is 98% driven by repeat and referral clientele within her ever-growing network — a model track record of success. What keeps business booming? Carrie cites an abiding commitment to proactive communication and the ability to think outside the box no matter a client's circumstances. "We're always available and able to be reached, seven days a week. We also try to give everyone the opportunity to get into a home. Even if a certain case isn't straightforward and requires a little extra work — we will do our best to find a way," she explains. "We strive for exceptional customer service and go the extra mile to explain the whole process to our clients, with a focus on education. We want our clients to feel good about the process and not encounter any surprises — that's why we commit to full disclosure and work really hard to maintain a referral-based business."



“I love helping my clients get from start to finish. There’s nothing more rewarding than helping people achieve that dream of homeownership and witnessing their excitement when they’re handed those keys.”

Considering her nearly two decades worth of experience in the industry, Carrie has learned to be undaunted by a challenge. Backed by Peoples Mortgage Company, she has access to an impressive range of loan products that cater to the varying needs of the aspiring homebuyers she serves. “We’re creative, ethical, and always do what we can to get things done,” she says. “We take on a lot of different types of files — even the difficult ones. Because we have access to so many products, we specialize in files that a lot of mortgage brokers aren’t willing to look at.”

Carrie and her team go beyond the transactional details to connect with their clients on an interpersonal level. From round-the-clock accessibility to empowering her clients through education, Carrie’s primary focus is on meaningful relationships that outlast the closing. As a result, many of her earliest clients remain close friends and continue to enlist her services today. “Each client and their circumstances are different, but I like to get personal,” she says. “I make sure that whatever product we’re looking into meets my clients’ long-term goals, in addition to being



right for their particular situation. I try to foster a nurturing relationship built on empathy and care.”

To extend her spirit of service to her community, Carrie gives back through her work with the Veterans Association of Real Estate Professionals (VAREP), the Phoenix Children’s Hospital, and through sponsorship at her children’s local elementary school. In her remaining free hours, Carrie most enjoys quality time spent with her family and loved ones, cheering on her kids at their baseball games and other sporting events, and enjoying Arizona’s great outdoors.

Looking toward the future, Carrie plans to continue growing her business, steadily expanding her

network while delivering the same high-caliber service her clientele has come to rely upon. Considering what she enjoys most about her career, Carrie says, “I love helping my clients get from start to finish. There’s nothing more rewarding than helping people achieve that dream of homeownership and witnessing their excitement when they’re handed those keys.”

Now, with nearly 20 years of experience behind her and an unrelenting eye on the years to come, the road ahead is bound to yield continued prosperity for Carrie Hughes.



Carrie Hughes

Peoples Mortgage Company | Peoria, AZ

480.360.0563 | chughes@peoplesmortgage.com | www.chughes.loans.peoplesmortgage.com

NMLS# 240551 | Company NMLS# 6274 | Equal Housing Lender