



You could say Britany Erickson was destined for success in the world of real estate. Her grandmother, Karen Field, was a highly successful REALTOR® in Evanston, Wyoming for decades, and when Britany came of age, she was quick to join her and help out with the family business. Britany earned her real estate license in 2003

when she was just 19 years old, and went on to earn her Broker's license less than two years later. Learning the ins and outs of real estate under the careful guidance of her grandmother, over time she became an eminently successful REALTOR® in her own right. Now, almost 20 years later, her grandmother has retired and Britany has taken over leadership of the company, where she continues to build her already impressive career.

A big factor in Britany's continued success is the efficacy of her communication. She makes it a major priority to ensure clients are properly informed before they make such a monumental decision, and in keeping with that philosophy, she approaches each transaction with the utmost honesty, and gives clients all the details relevant to their situation. "When I meet with clients, I'm very blunt," Britany says. "I give them my honest opinion, whether I would or wouldn't buy the house, along with all the reasons why. I get the feeling that people really appreciate that candidness." Honesty is an important value when advising people on such a huge decision, and it's a characteristic that Britany carries with her throughout her work.

Britany got into real estate with an innate desire to help people find happiness and success in their lives, and she has figured out how to do just that over the course of her career. By focusing on and coming to understand her clients' interests, she is able to pinpoint exactly what each client needs and formulate a plan to help them accomplish their goals. "My grandma told me that if you focus on the

people, the money will follow. I carry that message with me wherever I go," Britany says. "My favorite people to work with are first-time homebuyers; they're always so excited, and I really feel like I'm helping them achieve something they never thought they could."

Britany excels at establishing trust between herself and her clients, and truly seeks to further their best interests. She is always responsive to questions and concerns, and these are some of the reasons the majority of her business comes from repeat clients and referrals from satisfied customers.

Recently, Britany has made a name for herself as a listing agent who focuses on foreclosures. She works with a number of regional and national banks, and for the past several years has been on the list of the Top 1% of Coldwell Banker's agents, and continues to be one of the highest producing agents in her region overall. In addition, she holds her CRS and SFR designations, and is an extremely skilled agent with extensive background in a number of different areas. Her wealth of hands-on experience and considerable education make her more than capable of handling any obstacle that may come up in a transaction.

A longtime resident of Evanston, Britany loves where she's from, and is a proponent of enriching the lives of the people in her community. She gets involved with a variety of local events, and even set up a local pantry during COVID to help and feed people in need. When she isn't working, Britany enjoys spending time with her friends in Evanston as well as her partner and four children, and she loves traveling when she finds time.

With a few agents working alongside her, she hopes to continue helping build their careers as well as expanding her own in the coming years. If you're in need of real estate assistance in Southwest Wyoming, Britany Erickson is a fantastic resource and the kind of agent you want by your side.

*Britany Erickson*

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