

featuredagent

magazine



*Rama
Mejia*



Rama Mejia

Rama Mejia, a talented and knowledgeable real estate agent with plenty of experience, didn't expect to enter this field. She attended a local business college with a placement program for graduates, and was assigned a job as a front desk worker at a commercial real estate office where she worked her way up the ladder. Rama became the assistant to a top producer in the company, and her passion for real estate grew organically.

Rama's successful career in Sonoma County has its roots in her immediate love of the industry for its many opportunities to make connections and help her community. After taking a short break to start her family, including twin boys, she jumped right back into real estate, where her confidence and career have blossomed.

Taking pride in her client-first approach to her work, Rama has a wide-ranging clientele that includes the elderly, first-time buyers, sellers and investors. However, she doesn't limit herself to a specific focus, and is always looking for opportunities for growth in her business. "This work isn't easy, and as my confidence increased, so did my desire to grow," she says. Rama's ambition has driven her career to great heights, and in 2021, she was a top producer in her company. She also trains new agents and loves helping her company grow.

One of Rama's gifts is to be the "calm in the storm," and she remains steady and level-headed throughout the buying and selling process. "I know moving and buying and selling property can cause periods of high stress for



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clients, and I try to mitigate that as much as possible,” she explains. Her expertise in the business and calm demeanor help her clients feel confident in their decisions. This is one of many reasons that an estimated 30% of her business is from repeat customers or client referrals. Rama also likes to be involved throughout the entire process, and will make sure clients feel heard and cared for, even helping her clients build relationships with neighbors after a successful transaction.

The ample opportunity to talk with others and forge bonds is Rama’s favorite aspect of being a real estate agent. She prioritizes communication with her clients, and as someone who is naturally social, Rama is energized by interaction with others. “When I first started in the industry, I loved the connections I was able to make with clients,” she says. “That is still what keeps me motivated in my career today.” While closing a deal is always exciting for Rama, working with her clients and the process to



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get there is just as rewarding. Connecting clients to the resources they need is a part of the process that Rama makes a priority. And she continues to check in on her clients and sends seasonal and holiday gifts after the closing of a transaction.

As a proud mother of three sons and frequent volunteer, Rama is a very active community member. She’s involved

in many youth sports for her sons, and loves to contribute to local animal shelters and food banks. She particularly loves dogs and helps out at a local animal shelter. When not at work, she can be found at soccer and lacrosse games with her sons, hiking and enjoying the outdoors in beautiful Sonoma County, where she was raised. If you are looking for a REALTOR® who will work to guide you every step of the way, look no further than Rama Mejia.

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