

featuredagent

magazine



*Becca
Owen*

Becca Owen

When Becca Owen got her start in real estate nearly ten years ago, it was truly a full-circle moment for her. Becca's mother and grandfather were both real estate brokers, and after being around the business her whole life, she chose to go down a different path. "I never thought I would get into the real estate business. In fact, I got my Master's Degree in Accounting," says Becca. "But when my son was a toddler, I decided the time was right for me to make the switch, and once I did, I was 100% all in. I've loved it ever since."

Today, Becca is part of the award-winning Sandi Pressley Team at Coldwell Banker Legacy, in Albuquerque, New Mexico, where she provides stellar service to her clients ranging from first-timers to million dollar buyers and sellers. Her take on the business is a little bit different

from others, and it's part of what makes her team so successful. "Many people believe this is a sales industry, but I don't believe that. This is a service industry and I'm here to provide the best service I can to my clients," Becca explains. "The sale is what comes after the fact."

And one important aspect of that service is to always work together with her clients while remaining honest and transparent at all costs. "I believe in working in a partnership with all my clients and keeping the lines of communication wide open," Becca says. "I give them honest expectations and honest feedback so we're working in tandem together throughout the process."

It comes as no surprise that Becca takes a partnership approach with her clients when the eight-broker team





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in her office has the same dynamic with each other. Together, the Sandi Pressley Team has been the number one Coldwell Banker team in New Mexico for 36 consecutive years, and is currently the number eight team nationwide. “We are super proud of that! In 2021, I personally sold 49 properties with over \$22 million in sales,” Becca beamed. “We have our own office staff that is there to help our clients move through the process smoothly and make sure all the documents and title work are complete. So when a client works with me, it’s not just me they’re getting, but a whole team of people who are supporting them every step of the way.”

This strategy has resulted in Becca earning 60% of her business from repeat clients and referrals. So many share her name and choose to work with her again and again because of the relationships she creates with every client. “We strongly believe in staying connected with clients far beyond the transaction. Many times they turn into friends because we go through such a personal experience together,” stated Becca. The energy from those connections is awesome and it’s one of the things I love most about this job.” Additionally, she loves the new opportunities that real estate provides every day. “There is always something new to learn, things to



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improve on, and there’s always something more I can provide for my clients.”

Outside of her time at the office, Becca and her husband own a winery where they enjoy working together. She also likes to take advantage of the great climate New Mexico has to offer by getting outside to golf or hike. Becca is sure to dedicate some time to the Albuquerque Museum Foundation, where she is an active board member. “We have a great art community here in town and it’s fun to share everything we have to offer at the museum with the rest of the community.”

Now that Becca has a decade of experience under her belt, she is excited about what the future holds for her and the rest of the team. “In my first year in real estate, I won Rookie of the Year in our brokerage and as exciting as that was, it’s been great to be able to build on that success over the last ten years, and to know that our team just keeps winning every year,” says Becca. “I want to keep improving and continue doing what we’ve been doing to make every year better than the last, but I really just want to make sure we’re getting more happy outcomes and with that, more happy clients!”

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