



Jason Williamson's professional experience certainly gives him a unique perspective on the field of real estate. Before becoming a licensed agent, he worked as a vendor selling building supplies to construction companies. When the company he worked for closed, he was quickly contacted by one of his previous clients offering him a position and was soon working within the sales division of the company. It was a perfect fit. After a year in sales,

Jason was named Rookie of the Year. His second year, he was Salesperson of the Year. By his fourth year, he was a manager in North Carolina and Florida.

His success hasn't stopped there, either. When Jason launched Meritage Homes, it wasn't expected to be profitable within the first year. By the end of the first financial year they had brought in \$1.4 million and had one of the top sales teams in the country in terms of customer service. What's Jason's secret? "I treat each and every client like family, and how I would want to be treated." Jason builds a candid relationship with his clients where he can share what he knows about the industry and also get their honest feedback about their needs and what he can do to meet them. Jason's policy of transparency allows his clients to appreciate his experience and builds a relationship of trust.

When asked for his best piece of career advice, Jason can't help but laugh as he tells of a mentor who once said, "You're not as good as you think you are, but you're not as bad as you think you are either." It's solid advice, as working well in any field requires the humility to listen and be teachable, but also the confidence to put your best into every day and tackle the challenges that come your way.

Jason works primarily with customers in Raleigh but is licensed in Florida as well as North Carolina. He has

recently been working mostly with first-time homebuyers and move-up buyers, with a focus on education. "It's good to have somebody that's going to educate you on the process and the specifics of the particular area so you're not flying blind." That's something Jason is happy to provide to his clients. He makes a concerted effort to make sure that he's always letting clients know what to expect and what to do so that their home buying process moves smoothly. He extends this education even to those who he is not yet working with, teaching classes for first-time homebuyers to educate them about the buying process and for move-up buyers to share information about how to prepare their homes for listing.

Jason and his wife Yvonne Williamson also run the Williamson Resource Foundation, a non-profit they created to address the many deficiencies they have seen in the market. The foundation offers people from all economic backgrounds the information they need to build their finances through real estate and to protect their assets with a will, trust, and insurance. It also offers budgeting, mindset, credit counseling and investment classes so that community members have the information they need to succeed with confidence. The foundation helps Jason's clients, present and past, to make the most of their resources. Jason and Yvonne believe it is their duty as public servants to do more than collect commissions. They are dedicated to giving back long after the transaction is complete. It is their mission to help others; as Jason explains, "It brings a peace that is more fulfilling than any money we can make, by giving back in this capacity."

Jason's home life, like his work life, is centered around lifting others up. Along with his classes for potential homebuyers, he is also active on a local board for real estate professionals, where he works to bring more attention to the issues that impact all people. He also loves spending time with his wife of 34 years and his three adult children. He enjoys movies, reading and self-improvement. Jason's dedication to progress and helping others makes him an exceptional agent who truly stands out from the crowd.

JASON WILLIAMSON

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