

featured agent

magazine

William Ibarra





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Real estate comes naturally for William Ibarra, who has always had an interest in dealing with people. His experience in coaching, team management, and education serves his chosen profession well. In 1997, he started his career in education as a high school teacher and worked at Gwynn Park, Atholton and River Hill High Schools. He has also held a management position for the Maryland Mania professional soccer team, and served as director of both the Darry Gee Soccer Academy and the Maryland State Youth Soccer Association.

But it wasn't until the summer of 2005, that William finally found the perfect fit for himself — a career in real estate. He loved the industry so much that he earned his real estate license in Maryland, Washington,

DC, and Virginia, all within one year. Through hard work and determination, William has found tremendous success in the real estate industry.

Having been in the business for 17 years, William has closed deals in all three states he is licensed in. He's had clients in every area of DC and Virginia, and has completed transactions in every county in Maryland. William is determined to help his clients in any way he can. He says, "My priorities lie with my clients. Where I'm needed is where I go." He is bilingual, with fluency in both Spanish and English and has worked with a diverse group of clients throughout his career.

After the housing market faced hardship in 2007,



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William became a REO (real estate owned) agent for five years, and has sold foreclosed properties with a multitude of financial institutions, including but not limited to Fannie Mae, Bank of America and Chase. Now, William specializes in working with buyers and sellers of residential properties.

It is no wonder that an estimated 90% of William’s business is through referrals. He says, “Nothing is more rewarding than receiving a phone call from a new client

and hearing that a past client had a wonderful experience with me.” He has been building a network for nearly two decades, and always remains loyal to his clients. William loves his career for many reasons, including the flexibility and independence it offers him, but, most importantly, he treasures every opportunity to help others. He has found plenty of inspiration in teaching, educating, and helping others succeed in life, which makes him a wonderful option for first-time home buyers. William says, “There is an old saying I learned with

“I take pride in my commitment to my clients. Once someone hires me as their broker, all my energy goes into making sure they have a wonderful experience in working with my office.”

RE/MAX PROS many years ago; ‘Former educators make great REALTORS.®’ We have experience with long hours, learn structure and organizational skills in the classroom, and we learn to love working with the public.” William is also kind and compassionate, and has a keen work ethic that will make any transaction stress-free.

In his free time, William enjoys reading, exercising, and spending time with his wife and children. On the weekends, he teaches courses in the Spanish community and continues to coach soccer as well. He has always been

driven by his desire to help others, which is why his work as a broker has been so rewarding for him. He says, “I take pride in my commitment to my clients. Once someone hires me as their broker, all my energy goes into making sure they have a wonderful experience in working with my office.”

William manages a team of brokers and real estate agents, and hopes to continue recruiting new agents to the team. In addition, he is continuing to buy and sell homes with happy clients and has no intention of slowing down any time soon.

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