

Community Business

Maureen Young offers experience, dedication

By Sandie Michals
Community Reporter

MARLBOROUGH - Maureen Young is a full-time real estate professional with 17 years of real estate experience. She has built a reputation for honest, tireless work and integrity. Whether you are a first-time buyer or an experienced investor, Young can assist you every step of the way - helping you to find just the "right" property, making an offer, negotiating and financing and everything else involved in making an informed real estate decision.

Business name: Coldwell Banker Residential Brokerage
Address: 1015 Boston Post Rd., Marlborough (next to the Wayside Country Store)

Associate Broker: Maureen Young, GRI, ABR, CBR, CRS

Background: "I was raised in Hudson and graduated from Hudson High School in 1983. My family and I moved to the small town of White River Junction, Vermont, in 1984 where my parents operated a country store. I began working in real estate when I was 21. In 1996, I moved back 'home' to Massachusetts and obtained a Massachusetts broker's license. I love the real estate business. I knew that I wanted to be in real estate when I was only 14 years old."

Current home: Hudson

Family: "My husband, Jack, is a Lead Systems Engineer. We have two children, Madison, aged 6, and Chase, aged 3 and a half."

Business description: "I have 17 years experience in real estate. I specialize in residential properties, representing both buyers and sellers, and I often work with first-time buyers."

"I believe in keeping up to date with the latest real estate developments by attending related courses and seminars."



Maureen Young

In this business, you learn something new every day.

"I am very family-oriented and I never mind when I take clients on tour if we take their children along too. I believe that my hard work and dedication to my client is the reason I get so many referrals. I have sold properties in Hudson, Hopkinton, Northborough, Sudbury, Shrewsbury, Worcester, Acton, Stow, Maynard, Westborough, Bellingham, Milford, Northbridge and Upton."

"I am a team leader and volunteer for Relay for Life, and an Ambassador with the Marlborough Regional Chamber of Commerce."

Business history: "I became a licensed real estate agent while living in Vermont in 1986, and received a New Hampshire broker's license in 1988. I bought my first home when I was 21 years old; it was in Wilder, Vermont. In January 1996, Jack and I decided to move back to Massachusetts and I got my Massachusetts broker's license four months later. I

worked at Coldwell Banker in Sudbury until June 1997 then I moved to the Marlborough office. It was DeWolfe Way-side then; however in September 2002, it became Coldwell Banker."

What motivated you to buy/start a business: "I knew that I wanted to be in real estate when I was 14 years old. I knew that I wanted to work in a business where I was constantly meeting new people, and helping people."

Why did you choose this business: "I love it. I tried a 9-to-5 job once. Sitting in a little cubicle all day drove me crazy and I did not like being told what to do. I wanted my independence. I am very self-motivated."

Latest interesting trends: "Refinances, because of the low rates."

Question most often asked by my customers: "What is my house worth?"

Answer to most often asked question: "If people want to know what their house is worth, I usually provide them with a CMA (Comparative Market Analysis). It's not scientific but it can help give them an idea."

Most common misconception that customers have: "Often, the misconception is the value of their home because of their emotional attachment to it."

I learned the most about running a business by/from: "I learned a lot from the first two brokers I worked with in Vermont. One taught me everything I needed to know about contracts and paperwork, the other taught me the hands-on stuff."

Best advice I ever got was: "Know what you know, and know what you don't know. What you don't know, you can find the answer to."

The key to success is: "Treat others as you would want to be treated."

Future business plans: "To continue to work in a broker associate capacity and to provide great service to my clients."

A web site is maintained at www.maureenmoveshomes.com.

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