

NETTY PALMER



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Realtor Profile

CIR realtor Netty Palmer's unwavering honesty, down-to-earth approach, and wide-reaching resourcefulness complement a twenty year career in sales, making Netty a welcome presence for anyone making a real estate decision. "I'm the kind of person who obsesses about the details. I want to get it right – I'm very aware I'm dealing with people's life savings, and I take that very personally," Netty says.

That personal connection with clients makes Netty an invaluable personal advisor – she is in touch with people, understanding, and empathetic, and her clients are clearly comfortable with her whether they are buying or selling. They have a sense she is in their corner, putting her considerable analytical, business, negotiating and trouble-shooting skills to work for them.

Netty deals with all types of real estate, from condos to high-end single family homes, and she has worked with properties throughout Calgary. A rewarding part of her work is helping young families and new immigrants purchase their own homes. "It's so satisfying to be there with a family as they buy their first home," she says. "To help them navigate the challenges and pitfalls, and to see them realize a dream."

Netty recognizes the importance of connecting her clients to other professionals her clients can trust, and she has references for resources including lawyers, home inspectors, mortgage brokers and others who have proven themselves reliable and keen defenders of her clients' interests.

Kindness, compassion, and a listening ear might be enough to be a good friend, but to be a good real estate agent you have to add determination and foresight, both of which Netty has in spades. "I know how to be somewhere at the right time, and I make things happen," she says. "That takes experience. You have to be a doer."

Being determined and successful means business has grown, but she won't stray from the basics: When you call, it's Netty you'll talk to. "It's so important," she says, "to maintain that one-to-one contact."

If you are searching for a realtor you can count on, one with business savvy and a listening ear, just call Netty.