

# TOP AGENT MAGAZINE



KAREN MALANGA

Imagine being able to live in Bend, OR since 1995. It's safe to say Karen Malanga certainly knows her way around the area. "I've experienced every hiking, biking and Nordic ski trail, as well as the ins and outs of our town's developments and the challenges that being such a popular destination brings with growth,"

Karen said. With a population of just 81,000 in Bend, Karen is able to help others in a wide variety of property needs and wants. "I represent all property levels, from rural lots with water rights to beautiful golf course retiree homes." Perhaps being multi-faceted in real estate has played a role in her success.

Karen grew up with a love for this industry. Her father was a real estate investor but she didn't set out to become part of it initially. Previously, she had a career in the pharmaceutical industry and then owned a home accessories company. However, that required a lot of travelling and she wanted a career that would allow her to be home more often. So in 2004 when a real estate broker and friend suggested she give real estate a try, she obtained her license and went to work for a small company. She had no experience and when she says she learned the hard way, she's not kidding. Karen recalls, "My broker handed me a farm referral. I remember the first time walking a farm with new buyers and leaning against an electric fence!" All in all, it was a terrific way to learn the variety that Central Oregon has to offer and she wouldn't trade it for anything.

Those days of trial and error are far behind her. Today, Karen is a broker at Hasson Company REALTORS® and is the top producing individual agent in the company's history. She's very proud of what she's accomplished on her own and is looking forward to expanding her business. Her daughter was recently licensed and has teamed up with Karen, while her son plans to help out administratively.

Karen's business outlook is simple. "It's not about the sale of a home. It's about the beginning of a relationship," Karen explains. "When people change their minds about purchasing, I always look at how I can strengthen that relationship and stay in contact. Because of the beauty surrounding Bend, I know someday they'll call my town home."

It's easy to see why people gravitate toward Karen and, subsequently, how she forms those relationships. Her calming nature and patience are valuable assets to clients during stressful transactions. "When we hit a bump, I stay calm and patient to get us through the closing, creatively focusing on the buyer's and seller's goals, even when it seems impossible," Karen said.

Away from the office, Karen devotes her spare time to her two precious grandsons and spending time outdoors. Nordic and downhill skiing, hiking, cycling, and mountain biking are some of her favorite ways to explore the Central Oregon region and she loves to learn about the Native Americans that once occupied the area while searching for petroglyphs and other historical remnants.

Karen is also committed to giving back to her community by volunteering with the Assistance League and Oregon Adaptive Sports. She supports Saving Grace, a shelter for victims of domestic violence, as well as the arts at The Tower Theater. Closest to her heart though, is Prescribing Hope, a non-profit organization founded by her son. Prescribing Hope provides free medical care to small towns south of Tecate, Mexico, that would otherwise have none.

In her 11 years in real estate, the one thing Karen finds most rewarding is sharing in the joy and excitement of her clients at closing. "Nothing compares to the joy of helping clients find their home."



FOR MORE INFORMATION ABOUT KAREN MALANGA OF HASSON COMPANY REALTORS®, PLEASE CALL 541 390 3326 VISIT [WWW.NESTBENDREALESTATE.COM](http://WWW.NESTBENDREALESTATE.COM) OR EMAIL [MALANGAK@HASSON.COM](mailto:MALANGAK@HASSON.COM)