

TOP AGENT MAGAZINE

Nora Davis

Consistent Results Since 1989



For 21-year real estate veteran, Nora Davis, consistency and hands-on attention to clients' needs are key to long-term success. Her clients attest to her knowledge, attention to detail and level of care she takes from beginning of each transaction to well beyond the end.

In addition to her sales success, proof of Nora's consistency is evident in every aspect of her life,

from the Coldwell office she's called home since her career's inception more than two decades ago, to her weekly schedule, to her support and guidance provided to up-and-coming Ventura County agents.

"I have a need to take care of people," said Nora in a recent interview. "I utilize five different MLS sites and I do my fair share of promotional mailings, but I also believe in old-fashioned methods. I want contact with you beyond email and I'm not going to text you back, I'm going to call you back because I want to talk to you," Nora said jovially.

Nora's commitment to that direct contact sets her clients at ease; they know they can trust her to explain every step of the process, whether they are buying or selling homes. She's one agent who'll accompany her clients to the escrow office and sit with them as the sign papers to ensure their comfort and understanding.

"My customers know that I'm there from the beginning to way past the end," said Nora. "They know they can call anytime and I'll be there to help or have the facts they need to make informed decisions." As a regular attendee of Ventura County and city meetings, Nora is aware of every municipal detail and she uses that as well as market trends to advise clients. "My clients are very comfortable with me because I'm honest with them. I'm up front about how I feel about what they're buying." Nora's extensive roster of repeat clients indicates their approval of her sound advice and straight talk.

Nora, who's mostly a listing agent, solely works off of referrals. She takes pride in going the extra mile, in answering the phone when it rings, in being more than a REALTOR® for her clients. "If a client needs an attorney, I'll arrange it and if absentee owners need someone to help maintain their property, I'll make sure the yard is clean," said Nora.

If that level of commitment sounds time-consuming—it is. But, Nora is content with working 24/7. Her husband of 37 years and adult children support her and understand the satisfaction she derives from making deals happen. That in and of itself is a perpetual career highlight for Nora.

"I measure my success by my ability to help someone. I'm happy every time I can save a short sale or help someone over a hump," said Nora. Other career highlights, include the opportunity to represent notable listings. She's sold the Wallace Neff estate, not once but twice and sold the historic Rancho Arnez property. "I'm really drawn to land and horse or ranch estate properties," said Nora. "But I'm open to any real estate transaction, from mobile homes to estates. Price doesn't matter as long as I'm helping people," Nora added.

When Nora isn't selling properties anywhere in the \$200,000 to \$8.5 million price point, she's mentoring REALTORS® of The Davis Group. Comprised of agents who are newer to the industry, The Davis Group is also affiliated with Coldwell Banker. "Coldwell created a mentor program a while ago, so I get together with this team to go over forms, discuss programs, secure speakers, and attend training seminars. I think they do a fabulous job working with buyers and sellers," said Nora. The Davis Group's five-member team undoubtedly feels the same about Nora, as they chose to name their company after their mentor. Nora has also received several awards, including Top Sales Associate, Coldwell Banker Prestigious Million-Dollar Club and The International Presidents Elite.

Nora's weekly schedule is as consistent as her attentiveness to clients and as long-standing as



her stay with Coldwell. There's contact with clients every day of the week. On Mondays you'll find her managing advertising. Tuesdays are dedicated to the weekly office meeting, previewing listings, showing properties and updating client contacts in the database. On Wednesdays Nora meets with clients, reviews paperwork including escrow documents. Thursdays are reserved for mentoring The Davis Group and on Fridays Nora caravans until noon. Nora manages floor time on Saturdays and on Sundays she schedules open house. In her downtime, she manages the payroll for her husband's business, R. Davis Construction.

"I started my career in November 1989 when the market crashed, so I only know one way to do this business and that's to work hard," said Nora. "I feel gifted that that things have gone so well."

Nora and her husband Randy are the proud parents of a daughter who resides in Seattle and a son who lives in Ojai Valley with his wife and their children: Hailee, 9 and Presley 4.



To learn more about Nora Davis and the properties she represents in the Ojai, Oak View and Ventura areas, please call (805) 207-6177 or log on to OjaiValleyEstates.com.