



## **MAGGIE McDERMOTT**

Sales Representative

Davenport Realty, Brokerage

33 – 620 Davenport Road, Waterloo, ON Canada

PH: 519-496-6244

E: [maggie@KwRealEstateTeam.com](mailto:maggie@KwRealEstateTeam.com)

*Certified Divorce Real Estate Expert proficient in handling the sale of real properties and the intricacies involved in Family Law cases. A neutral third party trained to sell the family home including complex transactions, domestic violence, high conflict divorce and un-co-operative spouses.*

### **Professional Profile**

- Certified Divorce Real Estate Expert (2018)
- Court appointed listing Sales Representative for divorce sales
- Licensed residential Realtor® since January 2006
- Adept in contract drafting, negotiating, market research, client analysis
- Served on the Agent Leadership Council at Keller Williams GTR for the Education Committee as well as Fundraising for the KW Cares Committee
- Accredited Buyer Representative (ABR®)
- Seller Representative Specialist (SRS®)
- Accredited Seniors Agent (ASA®)
- Certified Buffini & Company Mentor
- Director of Operations and Team Leader of a top selling team KW Real Estate Team
- Shareholder/Owner of Davenport Realty, Brokerage

## **Professional Experience**

**2006 – 2009 and 2014 - 2017** Keller Williams GTR, Brokerage  
Kitchener/Waterloo, Ontario Canada

**2009 – 2014** Re/Max Twin City Realty Inc., Brokerage  
Kitchener/Waterloo, Ontario Canada

**2018 – Present** Davenport Realty, Brokerage  
Kitchener/Waterloo, Ontario Canada

- Prepare representation documents, purchase and sale agreements, final preparation documents
- Negotiate contracts for both buyers and sellers
- Advise sellers how to strategically improve, stage, and price their home
- Conduct regular training sessions to local Realtors® to improve sales techniques, develop best business practices and real estate fundamentals including Working by Referral® and IGNITE®
- Train, lead, mentor and coach members of the KW Real Estate Team
- Advertise, interview, and hire agents and administrative staff for the KW Real Estate Team
- Develop training programs and procedures for new agents and administrative staff to ensure their success for the KW Real Estate Team

## **Education, Additional Skills, Credentials**

- 2018 – Divorce Real Estate Principles Courses through the Divorce Real Estate Institute (DREI®)
- 2018 – Graduated from Divorce Real Estate Institute – Master Course
- Real Estate License in 2006 - Ontario Real Estate College
- Member of the Kitchener Waterloo Association of Realtors®, the Ontario Real Estate Association, and the Canadian Real Estate Association
- Proficient in Microsoft Office and Matrix MLS Data Management
- Attended multiple Continuing Education courses including Business Principles Clinic, Train the Presenter, BOLD®

## **Community**

- Volunteer for Meals on Wheels and More through Community Support Services
- Volunteer at my local church and have been a member of my community for more than 35 years