

TOP AGENT MAGAZINE

ELAINE SAMAAAN

Elaine Samaan is a dedicated REALTOR® who specializes in helping buyers throughout sunny Jacksonville, Florida. With a background in education, Elaine has mastered the art of listening and being able to expertly discern her clients' needs. "I became a real estate professional so that I could help people. I've witnessed many of my friends purchase properties and investments and noticed a pattern of REALTORS® not necessarily doing their best to support them. I truly enjoy jumping into this process and helping guide my clients through the complexities of it."



Elaine's passion and dedicated work ethic has brought her many referral sources and allowed her to grow the business in a relatively short amount of time. "I've been blessed with a lot of referrals, and I've doubled my business every year since I got started," she says. Elaine believes it's her caring approach and focus on working with integrity that encourages clients to refer her to their family and friends. "A lot of my clients tell me that I went above and beyond to help them. That's really what I put my heart and soul into when it comes to this business. I want to help everybody and make sure they know I will do whatever I can to make their real estate goals come true. Sometimes it may look like putting furniture pieces on Facebook marketplace when my client doesn't have the time to do it, helping them clean their place, or move. I just try to do whatever I can to help."

In order to stay in touch with past clients and continue to nurture those relationships, Elaine likes to send out community update emails to keep them informed on the local market. She has also recently obtained her loan officer certification so that she could educate her buyers on their refinance options

and help them save more money. "I like to give them news on what's going on within their neighborhood so that they have the most up-to-date information."

Completing \$9,000,000 in sales volume last year, Elaine has no plans to slow down anytime soon. "I'm already at 8.5 million under contract this year, so I'm looking to expand my business and keep growing. As a prior teacher, I'm always looking to help educate others. My next step is to start a team so that I can help train other agents to surpass their clients' expectations and help them be successful in this industry."

In order to give back to her community, Elaine is involved in various events and does a lot of outreach work with the local schools. "I work with several kids around town and help tutor them and just try to give them some extra help and support whenever I can." In her free time, she likes to explore new restaurants and be near water—either at the beach or the pool. She has also recently taken up Pilates.



To learn more about Elaine Samaan email elaineflrealestate@gmail.com, visit my.flexmls.com/ELAINESAMAAN, or call (850) 597-0222