

# TOP AGENT

## MAGAZINE



Jim Garcia

Business-savvy, determined and service-minded, Jim Garcia has found his true passion in real estate. Specializing in Castle Rock, Castle Pines and Parker, Jim works with Keller Williams to deliver exceptional service to his clients. Incredibly knowledgeable

about the real estate market in Douglas County, his clients appreciate his insight and advice. Jim comes from a background of business, working as the CEO of a number of construction companies in the past. After selling one business in 2007, he received his Broker's license and began working on flipping houses. As time went on and he continued to succeed, Jim's friends began asking him to become their agent and help them flip homes. This led to more referrals, and before he knew it, he was working as a full-time agent.

This unique combination of experiences has helped Jim's business continue growing year after year. "My background in construction and running companies has helped me immensely in this career. I am able to negotiate deals with ease and have developed effective marketing techniques," Jim explains. Because he specializes in a particular geographical area, Jim is also able to hone his focus in on this segment and become an expert. Seeing himself more as an advisor than an agent, Jim's goal is to guide his clients so they make the best decision.

"I act as an advisor versus a real estate agent. Everyone can find their houses online, so they really need someone who can guide them. I know as much as I possibly can about the areas I serve, so I can educate them on every aspect," he says. He also focuses on making the transaction as stress-free as possible, assuring them that things will work out. "I add a sense of humor into it and I let them know that everything will be okay. I will be right there with them until the end helping them out."

When his clients leave the transaction, they know that they received the best service and attention. They praise him for his knowledge and professionalism. One recent testimonial read, "Jim Garcia is a true professional and is an expert in the Castle Rock real estate market! He is highly knowledgeable and represents his clients interests in the highest regard. Without hesitation, I would recommend Jim Garcia to help any prospective real estate client—whether you are buying or selling a home, Jim will take great care of you." Others are impressed with his expertise, saying, "I am completely impressed and encouraged by Jim's deep understanding of real estate market in Castle Pines, Castle Rock, Parker, Lone Tree and Highlands Ranch."

Jim's philosophy is to be the best advisor and marketer for his clients, while delivering exceptional service. He truly loves this career path and can't see himself anywhere else. Real estate is a passion for Jim, and he finds joy in being able to help others achieve their home buying or selling goals. "It is so great to meet all kinds of people and help them out. I love being an advocate and teaching them. It is so important to educate them because this is likely their largest investment. I just love being able to help them make those decisions and lead them in the right direction."



For more information about Jim Garcia of Keller Williams-Castle Rock, CO, please visit [castlepines-realestate.com](http://castlepines-realestate.com) call 720-385-4497 or email [jimgarcia100@gmail.com](mailto:jimgarcia100@gmail.com)