

Weichert, Realtors Recognizes Glory-Ann Drazinakis For Another Outstanding Year!



TESTIMONIALS

Jim Weichert, co-president and founder of Weichert, Realtors, describes Glory-Ann as the ultimate real estate sales professional. "Year after year, Glory-Ann continues to go above and beyond. She has been a consistent top producer throughout her 25-year career as a sales associate at Weichert, and we are proud to have someone like Glory-Ann represent both the Oldwick office and Weichert, Realtors. She has been so successful throughout the years, regardless of market conditions, because she has always been relentless in her pursuit to get her clients results."

The ultimate perfectionist, Glory-Ann strives to deliver unparalleled results and works closely with her dedicated professional support team to ensure high standard marketing and selling. Joe McDonald, regional vice president at Weichert, Realtors, confirms Drazinakis' personal attention to clients stating, "When you work with Glory-Ann, you get Glory-Ann."

Bill Franson, manager of the Weichert, Realtors office in Oldwick, says Glory-Ann has shown time and again that her commitment to her clients is unmatched. "Glory-Ann is not only a spectacularly talented and successful professional, but she implements her vast expertise to secure the best results for her clients with the highest standards in mind. Her remarkable achievements are matched only by her passion for real estate results and her appreciation of her clientele."

EDUCATION

Glory-Ann holds a Bachelor of Arts from Cornell University in 1981 and a Master of Arts from NYU in 1984.

CONTACT GLORY-ANN

For immediate and detailed information about buying or selling a home, or for a complimentary Market Preparation and Value Assessment, contact Glory-Ann Drazinakis directly at the Weichert, Realtors Oldwick office at 908-439-2777, or via her cell at 908-256-4304 or her direct office line at 908-321-0002. Learn more about Glory-Ann and view her latest listings and history of sales at GloryAnn.com.

ABOUT WEICHERT, REALTORS

Since 1969, Weichert, Realtors has helped families and individuals realize the dream of homeownership by putting its customers first. A full-service real estate company, Weichert helps customers buy and sell both residential and commercial real estate, and streamlines the delivery of mortgages and home and title insurance. The company's customer website, www.weichert.com, is one of the most visited real estate websites in the nation, offering quick and easy access to listing information. For more information, contact Weichert's Oldwick office at 908-439-2777.

PROFESSIONAL MARKETING MATERIALS

A full array of marketing and media-related materials is created for every one of Glory-Ann's new listings. From descriptive press releases and brochures written by professional writers to architectural and aerial photographers who capture the nuances of a property, Glory-Ann is known for her attention-getting marketing packages. She advertises in print and digital media, sends press releases to major and regional New Jersey newspapers and posts detailed property descriptions on the web. Staff members attend to the smallest details, freeing up Glory-Ann's time to focus on her clients. Buyers and sellers often remark on the incredible quality of her marketing efforts, whether it is print work, writing, photography or Internet exposure.

AWARD-WINNING SERVICE

This is an integral part of Glory-Ann's success. She is an innovative market leader with an amazing history, volume and quality of work. In fact, in 2013, Glory-Ann is at the Chairman of the Board level, Weichert's highest-ranking sales club award. She has achieved this status for the four consecutive years since the award's inception, and received the New Jersey Association of Realtors Circle of Excellence Sales Award at the Platinum Level for the seventh consecutive year in 2013. Glory-Ann has consistently been recognized as a top producer for Weichert, Realtors, ranking among the Top 3-5 selling associates, either state or company-wide, in closed dollar volume from 2009 to 2012. Glory-Ann's other numerous Weichert, Realtors awards are for monthly and annual Regional Dollar Volume, since 1999, and she has been the No. 1 selling agent in Hunterdon County for Closed Dollar Volume from 2004-2012, per Garden State Multiple Listing Service statistics.

REAL ESTATE VARIETY

Glory-Ann represents everything from first homes to vast estate-caliber properties. She capably handles townhouses, cottages, sub-division and neighborhood homes, vintage properties, golf communities, luxury homes, new construction, Contemporaries, Colonials, cul-de-sac homes, manor and luxury homes, equestrian farms and estate properties with equal ease, producing the same thorough, elaborate and cutting-edge marketing materials for each new listing. This approach has the cumulative effect of attracting the interest of many buyers in all price ranges. Additionally, Glory-Ann has extensive experience with relocation buyers and marketing, as well as short sales and foreclosures. She has also assisted her clients with invaluable information for property tax appeals, making it easier to sell their homes.

CROSS-SELLING PROPERTIES

Glory-Ann expertly fields inquiries about her listings at GloryAnn.com, whether the call comes to her cell phone or to the Oldwick office, via e-mail or her website GloryAnn.com. Home shoppers are often interested in more than one of her listed properties, so cross-marketing plays an effective role in exposing- and ultimately selling- her listings.

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Anyone who is familiar with real estate sales professionals in the area—especially in the Hunterdon, Morris and Somerset Hills, Readington, Tewksbury and Clinton markets—is probably also familiar with Glory-Ann Drazinakis, one of the region's highest-ranked sales professionals. For 25 years, Glory-Ann has gone to great lengths to deliver successful results for her buyers and sellers by integrating strategic sales tactics and expert representation. Within a 10-year period from 2004 to 2013, Glory-Ann produced nearly \$330 million worth of closed transaction dollar volume, a staggering statistic that speaks volumes about her market knowledge and skilled guidance. She has been a sales associate with Weichert for 25 years, and is based in the Oldwick office located at 126 Oldwick Rd.

WHY GLORY-ANN?

A loyal following of repeat customers appreciate Glory-Ann's honest and forthright attitude. She is a self-proclaimed "straight shooter," who strives to do the right thing under any circumstances. Weichert's superior marketing and advertising presence combines with Glory-Ann's integrity, dedication, breadth of market knowledge and experience, resulting in a powerfully successful formula that ultimately obtains prime results for her clients.

A BOUTIQUE APPROACH

Using a boutique marketing approach, characterized by high levels of personal service, Glory-Ann's vast and powerful marketing reach is backed by the corporate largesse of Weichert, Realtors, which supplies local, national and international exposure. Her tagline "The Country Cottages to Luxury Living Collection" accurately describes her approach, but there is so much more to Glory-Ann.

INTERNET EXPOSURE

Working with Glory-Ann assures maximum Internet exposure, the leading pathway home shoppers use to discover new listings. Updated regularly and fed to many high-visibility sites, GloryAnn.com features scores of new listings, while Weichert.com is one of the top-rated sites for real estate searches according to the web information company Alexa. A comprehensive digital presence is a critical factor in Glory-Ann's Internet success since her listings also appear on Weichert.com, [Zillow](http://Zillow.com), [Trulia](http://Trulia.com), Realtor.com, and many luxury real estate sites including the [duPont Registry](http://duPontRegistry.com) and [Luxury Real Estate.com](http://LuxuryRealEstate.com). Additionally, virtual tours of her listings are also showcased on Google Video and YouTube.

NEGOTIATION

This key factor can make or break a deal. Glory-Ann has a deep understanding of local home values and market trending, which allows her to effectively negotiate a price according to ever-changing market conditions. She ensures that buyers purchase at a fair sales price, and can often obtain the top dollar figure for sellers. Sellers often rely on her advice about staging with professional stager consultation, an important issue when presenting a home in its best light. In any case, clients find Glory-Ann to be a strong negotiator who always advocates on their behalf.