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MAGAZINE

FEBRUARY 2021  
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MCKINNEY / ALLEN

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OUR ANNUAL  
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/ home &  
GARDEN



## TAKING COLLIN COUNTY REAL ESTATE BY STORM

WHY HAVE ONE REALTOR  
WHEN YOU CAN HAVE TWO?

*health fare*  
HEART-FRIENDLY EATS

*productive planning*  
ROUTINE ROOMS REIMAGINED

*house beautiful*  
LIVE, WORK, CREATE

# MEET THE TEXAS PROPERTY SISTERS

TWO AWARD-WINNING REALTORS FOR THE PRICE OF ONE

*Monica Szewczyk and Julie Williams* can hardly believe the whirlwind of this past year. While the world scrambled to adjust to the changes brought about by the COVID-19 pandemic, these two award-winning local Realtors have had their busiest and most successful year ever.

"I think it's a combination of things," Julie said. "This past year has turned all our hearts toward home. It's given us more time to slow down, to work on the things we've always wanted to. Monica and I are working with clients who've been talking about downsizing or upsizing but haven't slowed down long enough to make it happen. COVID-19 gave them time."

"Many of us are also working at home and schooling the kids at home," Monica said. "Our homes have become our office, the schoolhouse, and a place to hunker down and remember how great it feels to be together. Of course, we're also enjoying historically low interest rates and companies are still moving people here." For these reasons and more, Monica and Julie are working in a real estate market where homes sell in days—even hours. Together they sold \$10 million last year and helped families end 2020 in the home of their dreams.

"There was a learning curve at first, as we figured out how to tackle all the COVID-19 precautions," Julie said. "But our clients have been so cooperative. We're doing a lot of showings using video apps like FaceTime and previewing homes for our clients, so they're only visiting the ones they're most likely to buy."

As the 2020 holidays approached, Monica and Julie looked for ways to reach out to worthy causes as they always have. For years, they've donated their time and resources to Meals on Wheels Collin





MONICA AND JULIE WITH REGINA REED, OWNER OF ZIN ZEN



County, McKinney Education Foundation, CASA of Collin County, Samaritan Inn, Love Life Foundation, McKinney Public Safety Children's Scholarship Foundation, the Seed Project Foundation, McKinney Roots, and others.

This year they got creative, partnering with Zin Zen Wine Bistro in Adriatica. "We really wanted to thank our clients for being a part of such an extraordinary year," Monica said. "Zin Zen made beautiful charcuterie boxes and bread pudding for us to give them as holiday gifts. We had our clients stop by the Zin Zen patio for a quick visit (outside, masked, and socially distanced) and pick up their choice of thank-you gift along with a certificate for a complimentary glass of wine. We love doing business with Zin Zen because they're so philanthropic, doing things like donating a portion of all charcuterie box sales to CASA."

They've continued to work with the McKinney Chamber and other local businesses. In fact, Julie will be chairman of the board for 2021. "McKinney has a very supportive business community who work well together," she said. "Many of our local retail businesses and restaurants had to reinvent themselves last year and figure out what they could offer and how they could package it. We need to continue to offer one another grace and patience, and support our local businesses as we figure this thing out together."

Through it all, their loyal clients enjoy a two-for-one deal with one of Keller Williams' top selling realty teams. "From the first contact to closing—and beyond—our clients have two Realtors in their corner," Julie said. "We never turn them over to an assistant. Whatever's going on with their home sale or purchase, the two of us are hands-on."

This dynamic teamwork has been rewarded with clients who not only refer Monica and Julie to family and friends but call them back when they're ready to make their next move. In fact, 90% of their new listings come from repeat or referral business. Because they live, work, play, and worship right here in Collin County, they offer their clients extensive knowledge of local neighborhoods, schools, and amenities. They also have access to local landscapers, plumbers, and handymen, and premier local home stagers and photographers to help put the best foot forward on properties they're listing.

IF YOU'RE READY TO BUY OR SELL YOUR HOME, FIND OUT MORE ABOUT THIS DYNAMIC LOCAL TEAM AT [TEXASPROPERTY SISTERS.COM](http://TEXASPROPERTY SISTERS.COM).

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- MCKINNEY CHAMBER OF COMMERCE TOP 25 WOMEN IN BUSINESS
- LIVING MAGAZINE READERS' CHOICE BEST REALTOR
- A TOP KELLER WILLIAMS REALTY TEAM SEVEN YEARS RUNNING
- MCKINNEY COURIER GAZETTE BEST REALTOR AWARD