

TOP AGENT

MAGAZINE

Sandy
Petermann-Williams



“It takes a village.” The phrase has been used – and misused – across the spectrum in every conceivable interpretation. But Sandy Petermann-Williams knows what it means at its core, and she operates her life – and her real estate business – by those words in their truest sense.

Sandy had spent nearly two decades in the energy industry as an accountant

in Louisiana. Three years after the loss of her husband in 2000, she relocated to The Woodlands area, an upscale master-planned community just north of Houston, where she maintained her accounting career as a consultant. “Becoming a widow compelled me to start looking at the world in a new way,” she says. “My life needed rearranging. My new priority was spending time with my



friends and family, since I knew all too well that life is unpredictable.”

That unpredictable aspect of life was thrown into sharp relief when her life and career path changed one fateful day in 2005 as she was going through the process of selling her home. During the process, her real estate agent offered Sandy a position in his real estate business. Faced with the prospect of a life change of significant magnitude, she left behind her accounting career and began her next chapter in real estate. “Naturally, I was initially concerned about starting over in a whole new field, but every aspect of real estate intrigued me and inspired me to embrace it all,” she says. “I started ten years ago; now, thanks in no

small part to my support system, I am honored to be receiving awards for my sales achievements.”

Sandy maintains that a significant key to her success is this aforementioned support system. “I have an incredible team that supports and helps me, and they strive to serve my clients the way I do,” she says. “A village is more than an expanse of acreage and structures; it is a community of people working together with each other for the better benefit of all.” Sandy has strong relationships with a trusted title company, the best lenders, expert contractors, talented staging professionals, interior decorators, roofers, landscapers, and more.



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Additionally, her capable staff keeps the office manned and frees Sandy to be out doing what she does best – relating to her clients and taking on their needs and desires. Having these trusted partners ensures that Sandy’s clients receive the best possible care. “I may be the public face, but these people are integral to every successful home purchase or sale that I’ve been involved

with,” she says. “There is no end to the compliments I receive because of the efforts of this ‘village’ of amazing supporters.”

But even having an ace team doesn’t guarantee success. Sandy also insists that the personal touch is a vital part of her RE/MAX business, which represents The Woodlands and surrounding areas.



“It is essential that everyone involved on our end builds a relationship with our clients,” she says. “It doesn’t matter if someone is buying or selling their first house or their tenth; the process can be an overwhelming experience. They need to be gently guided throughout the entire transaction, and we are there every step of the way, from initial showings, through the

contract negotiations and final inspections and repairs, to taking occupancy.”

This personal and personable approach has led to Sandy having a remarkable 98% repeat and referral rate of business. Among her awards, she has been ranked in the Top 20 RE/MAX individual agents in Texas, been inducted into

the RE/MAX Hall of Fame, and has been honored with membership in the Chairman's Club and Platinum Club. In addition to those accolades, she has earned the Texas Monthly Five Star Professional Award for each of the last five years.

She doesn't leave her philosophy at the office. Sandy gives back to the community whenever and wherever she can. She is an active member of the Junior League of The Woodlands, and is on the board of directors for Court Appointed Special Advocates (CASA) Montgomery County, where she also serves as chair of the development committee. One recent honor particularly close to her heart, was taking first place in the annual Dancing for a Cause fundraiser that raised more than \$60,000 for the local YMCA. "I'm not saying one can't do things alone," she says. "But life is much more fulfilling, and the rewards so much more appreciated, when you work with so many talented and



caring professionals – including the management and associates at RE/MAX The Woodlands & Spring – and share the trials, successes and wisdom together.”

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