

HOME CENTER I

Sunday, January 21, 2007

The Dallas Morning News

••• Section L

Clients applaud Realtor's 'extraordinary service'

Ellen Terry, founder of Ellen Terry Realtors, and Suzy Adair are marketing the home at 3317 Dartmouth in Highland Park.

"Ellen Terry founded her company 25 years ago and built it on the highest principles of service and integrity," Ebby Halliday, founder and chairwoman of the board of Ebby Halliday Realtors, says. "We were fortunate to add Ellen's company to ours 12 years ago. Relieved of management, Ellen is doing what she loves best, serving her clients in buying and selling residential properties. Her track record of doing that is phenomenal."

"Ellen Terry has a multitude of repeat clientele and some of these customers share the essence of their working relationship with Ellen," Ms. Halliday says. Here are a few comments from some of these clients.

"Ellen Terry has been our family's exclusive residential real estate agent for the past 25 years. She has guided us through five transactions with an efficiency and effectiveness that made each experience fun and successful. Simply stated, she is a Superstar!" – Ward and Mimi Huey, retired media executive.

"My family and I have had the good fortune of having Ellen Terry handle nine real estate transactions throughout the years. She seems to have a sixth sense, anticipating your needs whether you are buying or selling, and no matter the size of the transaction. She makes the entire experience a joy." – John and Sherry Ferguson, former president of a major financial institution.

"Ellen Terry was recommended to us by a mutual friend. Upon meeting her we immediately observed that she was not only extremely knowledgeable about the local market, but listened intently to what our needs were in a home. She found us the



Ellen Terry, center, is marketing the townhome-style residence at 3317 Dartmouth for sellers Ron and Nance Chapman. The wine cellar features a hand-painted ceiling that resembles the famed Villa Cigona Mozzoni in Italy.

perfect property in less than six weeks. We are sold on Ellen Terry and her extraordinary personal service." – Darren and Julie Blanton, managing partner for Colt Ventures.

Ellen Terry has personally sold an average of over \$40 million per year for the past 10 years, according to Lee Thomas, general manager of Ellen Terry Realtors. Of these sales, 40 percent range from \$1 million to \$22 million, while 60 percent were under \$1 million, which is indicative of her expertise in several areas of Dallas.

"Ellen is a natural in residential real estate and she is considered a true team player

among her peers, locally and nationally," said Mr. Thomas.

Real estate has been a passion of Ms. Terry's for more than 30 years and she still loves the thrill of making the deal and having each client feel comfortable about the results of the transaction.

"I am always humbled when both my new and long-time clients feel that I have provided them extraordinary service," Ms. Terry said. "To me, satisfied clients are what true success is about."

For more information, contact Ms. Terry at 972-380-7702 or 214-572-1357.