

TOP AGENT

MAGAZINE

MONICA
SHEA





Top Agent Monica Shea serves the greater Colorado Spring market, which includes Monument, Black Forest, Peyton, and Fountain—her intimate knowledge of the communities and neighborhoods in the region is a huge benefit afforded to her client base.

Whether you are considering buying, selling, or investing in real estate, Monica Shea brings a rare level of excellence, innovation, and yes, magic to her business. She has been involved in real estate since 2005, first as an investor, and then in 2009 as a REALTOR®, allowing her to help others reach their real estate goals, too.

When it comes to team structure, Monica has found a winning formula thanks to being able to work with support from her husband, Ryan, who is also a licensed, REALTOR®. As a team, their combined strengths allow them to provide a high level of service, client care, advocacy, and harder-hitting financial and technical expertise. “By having two dedicated agents with years of experience, who both have the same commitment to doing our absolute best, it’s really our clients who benefit the most from this structure,” says Monica.

Serving the greater Colorado Spring market, which includes Monument, Black Forest, Peyton, and Fountain, her intimate knowledge of the communities and neighborhoods in the region is a huge benefit afforded to her client base, of which an impressive 75 percent is repeat and referral. “Our business is personal to us. We get to help our clients with not only a large financial transaction, but also be part of their lives through big changes, like having a baby and needing a bigger home, downsizing when the kids head off to college, etc. Our clients generally know us on a personal level, too. It’s an incredibly rewarding career because of the relationships we are honored to form.”

One fun thing to know about Monica is her passion for all things Disney. “I’m a huge Disney fan,” she says. She’s such a fan that she founded a company, Agent of Excellence, which is a network for real estate professionals across North America who love Disney and want to bring that magical level of service to the industry. “Our goal is to raise the standard of service in real estate; that’s our differentiator.” Always keeping loyalty and engagement top of mind, Monica holds client events throughout the year as well as maintains a private “Monica Shea Real Estate Friends & Family” Facebook group. “Our clients become like family, and it’s why we love what we do.”





“Our goal is to raise the standard of service in real estate; that’s our differentiator.” Always keeping loyalty and engagement top of mind, Monica holds client events throughout the year as well as maintains a private “Monica Shea Real Estate Friends & Family” Facebook group.

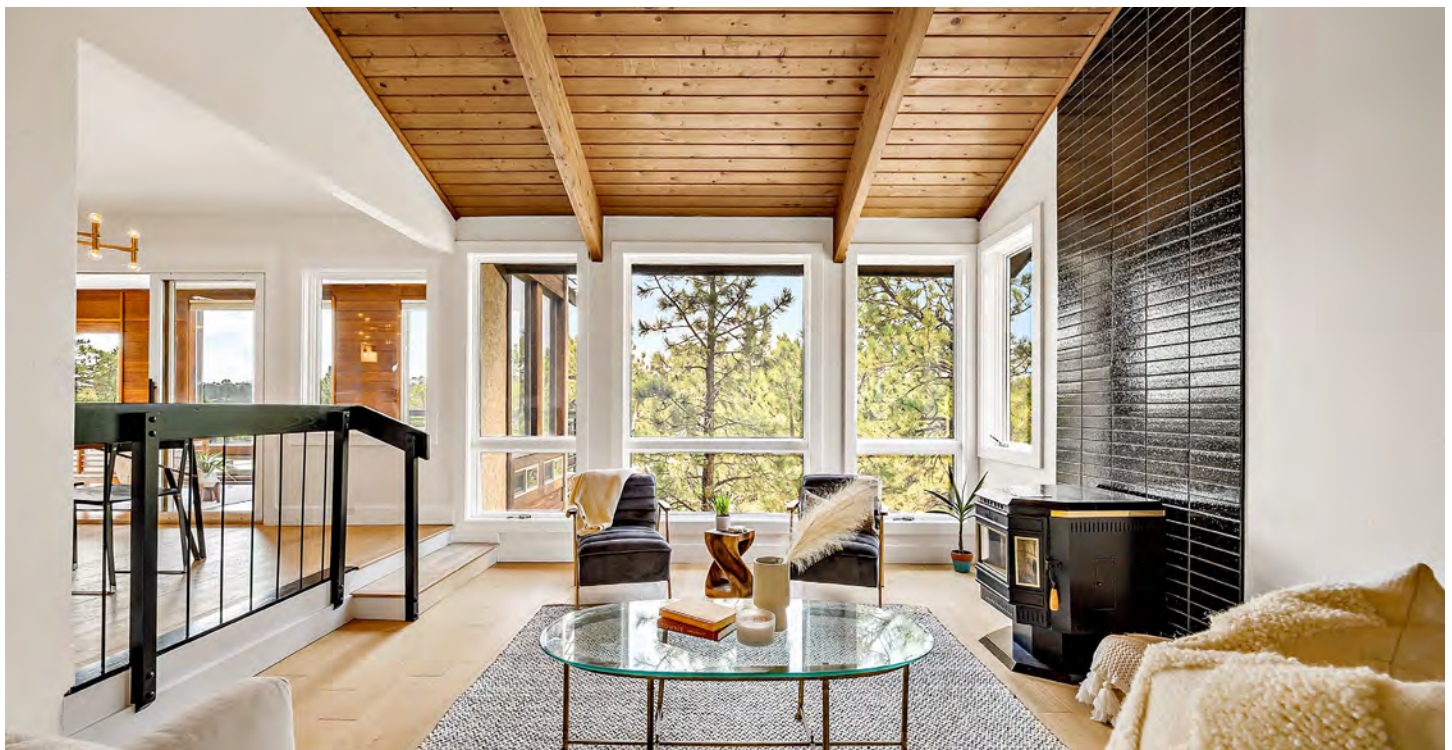
It’s not surprising that Monica’s approach to marketing goes beyond exceptional. “I do all the writing and marketing, as well as live tours of most listings. I get into the details and really show them why this is such a great property,” she explains. “I always ask the sellers what they’re going to miss most about the house, the benefits of the area and neighborhood, and then share that with prospective buyers and in my listings.”

As for what she loves most, Monica says it’s that ability to go above and beyond. “It’s being able to help someone with the expertise that I’ve developed,” she explains. “I’ll admit, I’m really good at what I do, and I’m glad that I have the skills to serve in this capacity.” Another testament to her character, Monica donates a portion of every closing to Make-A-Wish Colorado. “Our company culture is very wholesome, very family-oriented,

and plugged into our community. We love the good that Make-A-Wish does on a national level, and also that money donated to the local chapter stays right here in our local community. For us, Make-A-Wish is a perfect fit.”

When she is not working, it’s no surprise that one of Monica’s favorite things is heading to the Disney parks with her kids. “It’s

definitely my happy place, and it’s where I go to recharge.” As for her future plans, Monica’s sights are set on growth. As an owner of the brand new Keller Williams Aspire office in Colorado Springs, Monica says, “We’ve hit our stride and the sky’s the limit. We have big dreams that we’re excited to work toward, with the same commitment to excellence and of course FUN, that we’ve always had!”





For more about Monica Shea, please call (719) 659-2613,
email monica@peakhomesearch.com or visit peakhomesearch.com,
or connect via LinkedIn, Instagram or Facebook