



MAGGIE HORSBURGH

Sales Representative
RE/MAX Solid Gold Realty (II) Ltd., Brokerage
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Certified Divorce Real Estate Expert® proficient in handling the sale of real properties and the intricacies involved in Family Law cases. A neutral third party trained to sell the family home including complex transactions, domestic violence, high conflict divorce and un-cooperative spouses.

Professional Profile

- Certified Divorce Real Estate Expert (CDRE™)
- Court appointed listing Sales Representative for divorce sales
- Licensed residential Realtor® since January 2006
- Adept in contract drafting, negotiating, market research
- Served on the Agent Leadership Council at Keller Williams Innovation for Education Committee as well as Fundraising for KW Cares Committee
- Accredited Buyer Representative (ABR®)
- Seller Representative Specialist (SRS®)
- Senior's Real Estate Advisor (SREA™)
- Certified Buffini & Company Mentor®

Professional Experience

Present RE/MAX Solid Gold Realty (II) Ltd., Brokerage

Kitchener/Waterloo, Ontario Canada

2018-2021 RE/MAX Icon Realty, Brokerage

Kitchener/Waterloo, Ontario Canada

2006-2017 Keller Williams Innovation, Brokerage

Kitchener/Waterloo, Ontario Canada

- Prepare representation documents, purchase and sale agreements, final preparation documents
- Negotiate contracts for both buyers and sellers
- Advise sellers how to strategically improve, stage and price their home.
- Speaking engagements to educate Realtors® regarding Divorce sales.
- Conducted regular training sessions to local Realtors® to improve sales techniques, develop best business practices and real estate fundamentals including Working by Referral® and IGNITE®
- Developed training programs and procedures for new agents and administrative staff to ensure their success.

Education, Additional Skills, Credentials

- 2022 – Interdisciplinary Collaborative Practice Training (40 hours)
- 2018 – Divorce Real Estate Principles Course through the Ilumni Institute
- 2018 – Certified Divorce Real Estate Expert™ Master Course – Ilumni Institute
- 2006 – Real Estate License from Ontario Real Estate College
- Member in good standing of the Cornerstone Association of Realtors®, the Ontario Real Estate Association, and the Canadian Real Estate Association.
- Proficient in Microsoft Office and Matrix MLS Data Management
- Attended multiple Continuing Education courses including Business Principles Clinic, Train the Presenter, BOLD®
- Previous Shareholder and owner of RE/MAX Icon Realty, Brokerage

Community

- Facilitator - local chapter of DivorceCare® and GLAD (Greater Living After Divorce)
- Volunteer 100 Women Who Care – Waterloo Region
- Resident of my Kitchener community for over 40 years.