

THE DARLENE BROWN TEAM

A Tradition of Excellence



Left to Right: Jennifer, Laura, Darlene, Bruce & Susan

Darlene Brown began her real estate career in 1994 earning the Rookie of the Year award and has never looked back. The Darlene Brown Team has grown throughout the years adding the most qualified and like-minded agents to our Team. Darlene operates as CEO and concentrates her efforts on the listing side of the business. Most recently she has pursued the Luxury Home designation and is an active member of the Institute of Luxury Home Marketing along with the Keller Williams Luxury Home Division. Collectively our Team closed in excess of \$20 million in sales volume for 2013. She also serves as a volunteer board member for the non-profit group Helpful Hands.

Prior to beginning her real estate career in 1999, ***Susan Blair*** enjoyed a 20 year career as an insurance adjuster. Since obtaining her license, Susan has helped the Darlene Brown Team succeed and grow. As COO, Susan handles the accounting and purchasing aspects of the Team while listing and selling homes, obtaining her Luxury Home designation and receiving the National 5 Star Customer Satisfaction Award the last 6 years in a row.

As the Team's Buyer Specialist, ***Bruce Clerico's*** focus is to make sure our client's find the right home to fit their needs. Following college, Bruce had a successful 20+ year banking career and a 10+ year healthcare career. For the past 11 years, he's been a consistent multi-million dollar per year producer for Keller Williams and the Darlene Brown Team in residential real estate.

Jennifer Cannon started her career in real estate 2000. As a full time Realtor, her focus is helping both buyers and seller achieve their goals. Jennifer has extensive knowledge in vacant land transactions, equestrian properties, existing and new home construction sales and is also an active member of the Institute of Luxury Home Marketing. She is consistently recognized for the National 5 Star Customer Satisfaction Award, for Keller William's Cultural Icon and most recently, ORRA's Good Neighbor Award. As the newest member of the Darlene Brown Team, Jennifer brings added experience, the newest marketing technology and a strong referral business base to an already high performing team. Her team focus will be perfecting the listing, marketing and selling experience for our sellers.

Laura Hall serves as the Team's Executive Assistant and works diligently promoting all our listings on the various websites and databases for maximum exposure. She is in charge of contract management and serves as the Team's Social Media expert.