

TOP AGENT MAGAZINE



NICOLE MAZZOLA

With unrivaled communication skills and a true passion for people, San Diego native Nicole Mazzola has created a successful career path in real estate. She made the choice to get into the industry in 2005, after moving back to San Diego upon completing her undergraduate studies with a double major in International Business and Spanish in San Antonio, Texas. Her father, an experienced commercial broker, urged her to join him, but with a people-oriented personality and an outgoing nature, Nicole wanted to focus on building relationships with others. That's what led her to residential real estate. Working with AARE for over 10 years, Nicole serves coastal San Diego and surrounding areas. Her experience is wide, ranging from first-time home buyers to high-end, luxury properties. Nicole's main focus is on serving her clients.

"I work hard and I am fanatical about customer service. I want my clients to be happy and I protect their interests at all times," Nicole says. Never will you find Nicole taking shortcuts or cutting corners; she does everything with meticulous care and pays attention to details. Her clients continuously say she is one-of-a-kind, doing everything possible to make sure they are satisfied. Many become friends after the sale is over, inviting Nicole to birthdays and anniversary parties. "I enjoy seeing the transaction be successful, but I feel especially blessed when I can become a part of their lives afterwards. I stay in touch with my clients and check in because I do truly care about them," she says.

Many clients become repeat clients, appreciating Nicole's superior skills and passion for the industry. One recent testimonial read, "I recently worked with Nicole on the listing and purchase side in two transactions and she was perfect every time. It could not have gone smoother. I could sit here and write on and on about how great Nicole is, how she is meticulous in her review of the paperwork and the transaction process and how ferocious she is in protecting her client's interests. She is all of those

things. However, I don't think that's necessary. We all know how many 'less than ideal' real estate agents are out there clamoring for your business. I could have picked any one of them. I didn't. I used Nicole three times in five years. What more is there to say?"

With the slogan "Born and Raised in San Diego," Nicole's enthusiasm for real estate and her community go hand in hand. She belongs to multiple organizations, including the leadership team at AARE. She is also Vice President of the Board for her HOA in Solana Beach, Treasurer of the Solana Eastside Community Group, and volunteers for her church and community regularly. AARE places importance upon giving back, and donates 12% of each commission to charity.

A continuous top producer at AARE with more than \$16.5 million in sales in 2014, Nicole is more confident than ever that she will continue to grow her business. She loves the people and the relationships she builds from it, and couldn't imagine herself anywhere else. "I love making people happy and getting things done that others couldn't do. Listening to people's dreams and working to make them become a reality is the best and most rewarding part for me."



FOR MORE INFORMATION ABOUT
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