



MONA PHILLIPS

“It’s All About You!”

Mona began her career as a REALTOR® in 2004 with RE/MAX and by 2006, was among the top one percent, garnering the following awards along the way: 100% Club (2004, 2007), Platinum Club (2005), Chairman’s Award (2006) and Hall of Fame (2008). These prestigious awards are given only to those who produce annual sales far above the industry average.

Her experience as a successful sales executive and real estate investor, along with her desire to help people, made real estate the perfect fit. She realized that other people needed help with investing and buying/selling their own homes. After receiving her license, friends and family came to her to asking for help which she was happy to provide.

Mona is passionate about helping people, whether it’s helping someone find the right home, selling their home or teaching them how to repair their credit. She loves to be involved in a chapter of her client’s life. Her reliability, accountability, responsiveness and attention to detail show clients she is committed to these high standards.

One example of this was when a client was looking for a home to accommodate their physically challenged teenage daughter. It was important for them to find a home that would allow her to have her own space. Mona found the perfect home for them - their daughter now has her own wing equipped with everything to fit her special needs. They have decorated it just like she wants and is so happy with her new space. Mona felt honored to be a part of this journey with them. It was truly a labor of love.

“Real Estate is about people first” says Mona. “Every industry, including real estate, experiences market ups and downs. It is important to embrace this change, not resist it. There will always be buyers and sellers but sometimes we must look for them in difference places. In our market today, we have a lot of short sales and foreclosures. I have developed a program to reach out and help buyers and sellers understand the good, bad and ugly of real estate. My goal is to assist homeowners that have found themselves in a tight situation, find a way out and still own a home.” Mona’s slogan “It’s All About You!” is something she believes in and demonstrates time and time again.



“My clients tell me they love my passion for the business and for them! In reality, there is no magic wand that will make you successful in the real estate business. I simply do right by people and follow the five P’s – **Proper Preparation Prevents Poor Performance**. By giving value first, you create the connections and rich relationships that lead to your own success story.”

Mona has taken her passion for helping people to the next level by forming two of her own companies – Elite Realty Group and Freedom Unlimited.

Freedom Unlimited is a real estate learning and mentor center dedicated to educating East County residents in all things having to do with property ownership by providing classes and workshops on a variety of topics relating to today’s ever-changing market conditions. Personal mentoring programs are also offered.

Elite Realty Group is a company well suited to its name. The real estate sales professionals are hand selected, ensuring the company is comprised of only the very best in the industry.

If you have questions or need additional information, please call Mona at (925) 366-8900 or (925) 978-1100. Elite Realty Group is located at 5081 Lone Tree Way, Antioch, CA 94531.

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