

## realtor profile

sharon mitchell

### High Country: not just another real estate company



Story by Judith Nasse Photo by Julie Osmanski

"We want to make our clients happy, to give them the best property to meet their needs," says Sharon Bumpas Mitchell, broker and owner of High Country Real Estate Services. "Happy is important." Mitchell and her team work meticulously to achieve that goal with each client, whether buyer or seller.

High Country Real Estate Services and Design Center "offers ongoing services to buyer clientele transitioning to Taos or moving around the valley" she says. "We don't just sell them a house and walk away; we can design interiors, provide furnishing, cover the windows, landscape the gardens and take care of their home when they leave town with our trusted network of reliable local service providers."

Sellers also receive stellar service. "As a licensed New Mexico appraiser, I can provide a true market analysis for top-of-market pricing for our listing clients. As an ASP-certified home-stager, I can provide listing clients home-staging services to expedite their sale. If you can't see it, you can't sell it. Every member of our team actively works each listing until we move it. Our clients receive weekly e-mail reports with all substantive contacts made on their property's behalf. The result is that our listings sell in a dramatically reduced time on market" says Mitchell.

"I bought this building last year as it is perfect for our needs. It was originally built in 1934 as a double adobe brick residence." The building and its garden patios have handsome vigas, nichos and mosaic stonework with Stone Forest water fountains, indoors and out. It is not only a spacious and convenient office, but also a showcase for the Design Center. To demonstrate this the office and design showrooms have every type of Hunter Douglas working window coverings, including remote-controlled shades, shades for skylights and for sliding doors, all of which contribute to insulation and warmth in winter, and shade in summer. There is also a 40-inch flat-screen TV to showcase MLS listings for clients to enjoy in a comfortably furnished showroom.

Bumpas came to Taos permanently about seven years ago, but has regularly visited Taos from her native Dallas since she was 6 years old. Having traveled all over the country, including living in Paris, Mitchell

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declares, "I compared everything to Taos. It is as culturally diverse and sophisticated as many large cities, but it is small, very creative and soulful." She is passionate about Salsa and Latin dancing, her Vizsla (Hungarian pointer), Chester, and her hobbies: welding and pastels. She is also enthusiastic about the youth of Taos. "There are so many wonderful young people here in Taos, though we often only hear the stories of difficulties. I work with Taos Milagro Rotary in raising money to have college scholarships for Taos County youth. There are so many deserving young people, and education is the key to their future. Education is the answer." She also supports the Dreamtree Project and Community Against Violence.

Yvonne Lewis and Vaughn Dearing are associate brokers with Mitchell in High Country Real Estate Services. "What sets our team apart is the spirit of cooperation. We support one another, working each other's listings. We are a terrific group of like-minded, educated individuals dedicated to serving our clients." Mitchell says. The team will go to any length to promote their client's interests. In addition, they each have backgrounds and talents to contribute toward that goal. Mitchell has been a Hunter Douglas exclusive priority dealer since 1983. And besides being an ASP-certified home stager, she is the only broker in town qualified to appraise. Dearing is a professional landscaper. Lewis is the team transaction co-ordinator, office manager and real estate broker.

"If we specialize in anything," pronounces Mitchell, "it is in people who are buying a house or property as a major investment. It is a serious financial investment as well as an emotional decision." Many people are realizing a lifelong goal in moving to or investing in Taos. First homebuyers are educated about their investment by Mitchell and her team. "We bird dog the title process, especially for first-time buyers. We deal with only the most reliable A-grade lenders."

Do not hesitate to drop by the majestic, pastel pink building in Ranchos de Taos to savor the services and designs of High Country Real Estate Services and the cordiality of Mitchell and her team. ■

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