

# TOP AGENT MAGAZINE



Nancy Tallman

For nearly 2 decades Nancy Tallman, top agent with Summit Sotheby's International Realty in Park City, put her Master's Degree to work in the healthcare industry, where she was responsible for negotiating multi-million dollar contracts between physician groups, hospitals and insurance companies. But she was harboring a secret career goal. "I had always dreamed of running my own business. I was also passionate about real estate. I would visit open houses for fun, and I always knew what homes in my neighborhood were selling for."

Thus, when she and her family moved to Park City from her native Los Angeles in 2003, she saw the perfect opportunity to make her dreams become a reality. She also knew that she needed to learn the real estate industry from the ground up.

"I became an assistant to an agent, and learned everything I could," she says. Within two years, her earnings from her own clients had surpassed her income as an assistant, and Nancy was ready to go out on her own. By 2006, she had done just that, and says, "I've never looked back. I love it. I love the people I meet, and I love getting them an excellent deal."

Although the recession hit within just a few years, Nancy remained undeterred. "I never considered leaving real estate. A lot of people said they'd been through down cycles and were going to take a year off. I couldn't imagine doing that. I loved real estate. A lot of people lost market share by leaving, and I was able to earn a larger share. My production during the housing downturn remained consistent." Indeed, Nancy has consistently been one of the top producing real estate agents in Park City for the past nine years.

She credits her success to her tenured expertise in negotiations, her high standards of service, and her exceptional communication with clients. "This is my second career, and I came into it with a high level of professionalism, and my own high standards for myself. I'm extremely dedicated to helping my clients achieve their goals."

To that end, Nancy is devoted to keeping her name in front of her clients and fellow REALTORS®. "Other agents are a great referral source. And it's important to make sure that my clients know that whether they are ready to buy or sell now, or years from now, that I have my finger on the pulse of the market," she says. One of the ways that Nancy ensures that her clients know that she is there for them is through her widely-read blog, which is sent to her clients, sphere of influence, Utah REALTORS®, and is syndicated in the Park Record online.

Nancy also remains highly visible in the Park City community as a whole, through her service to non-profit organizations. Indeed for her, giving back to the resort town she calls home is truly a pleasure. "People are in Park City because they choose to be. It's a happy community and I believe that makes us want to give back," she says.

For her part, Nancy is the 2015 President of the Park City Board of REALTORS®. She also serves on the Board of the Park City Education Foundation and is President of her Homeowner's Association. In addition, she has grown to know countless neighbors in Park City through her passion for CrossFit, distance/marathon running, skiing, and her involvement with her children's schools.

Clearly Nancy has a demanding schedule, but she says she wouldn't have it any other way. "I am pretty busy, but I enjoy what I do so much. The tremendous satisfaction I receive from helping someone get into or out of a home, is very rewarding."



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