

TOP AGENT

MAGAZINE



Coldwell Banker Trails West Realty Ltd.
Santa Fe, NM
Associate Broker

Sabine Andraud
“The Bulldog”

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In Sabine Andraud's Coldwell Banker Trails West office is a multitude of plaques, each of them evidence of this top producer's consistent success. And yet, nestled prominently among them is the one award Sabine is most proud of—the "Bulldog" award she received in 2005. As you might expect, it is a framed photo of a bulldog.

While her many accolades mean a lot to Sabine, naming her a Multi-Million Dollar Producer, #1



Closing Agent, #1 Selling Agent, and Top Producer for Coldwell Banker Trails West to name a few, the Bulldog award speaks to her limitless persistence as a real estate agent.

Her reputation for digging right in to get the job done and get it done well was apparent early on when she worked on a deal with a fellow office mate. Knowing the deal was closing in just a few days, Sabine wasn't shy about picking up the phone even late at night to inquire about the status of certain items. In fact, all the way until the day of closing she was persistent about making sure the deal was done correctly.

The Bulldog, though, represents more than just Sabine's tenacity; it also reflects her sense of humor. "I'm serious about what I do, but I don't take myself too seriously," she says.

In fact, her monthly postcard mailings will oftentimes express a humorous message, keeping things light while still keeping her top-of-mind with her clients. She'll also share milestones and photos of her life through her postcards, like how proud she is of her daughter who made high honor roll.

Even on her website Sabine displays photos of her family, including her mom who resides in Santa Fe, New Mexico with Sabine and her daughter, and her dad, who is of French descent and lives in France.

She feels it is only right to share her family life with her clients since she knows the personal details of their lives in order to fulfill their real estate needs and dreams. "It's important for them



by Alysia Shivers • photography by Arryel Andraud

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to know who I am. Yes, it’s a business deal, but it’s not about that all the time,” she explains.

That’s what Sabine enjoys most about this career choice. After spending time as a gymnastics teacher, a jewelry store manager, and a childcare business owner, real estate is the most satisfying and rewarding. In fact, what she enjoys most is seeing the joy on the faces of her buyers when

they sit at the closing table signing the documents that will make a house their home.

“I’ve cried at closings before. It sounds corny but it’s true,” Sabine confesses. “This isn’t like buying a bicycle; this is a home for someone to live in.”

All in all, whether buying or selling, Sabine just

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enjoys helping people. Even if someone is just curious about the value of his or her home, she's willing to pull the records and use her expert opinion to make an assessment. As she puts it, she works with "anybody and everybody" in Santa Fe and the surrounding areas. "I work as hard on an \$80,000 mobile home deal as I do on a \$1 million estate sale," she says.

Everyone is like family to Sabine, but at the end of the day her 14-year-old daughter is this single mom's priority. "People say she's a little Sabine. She is a go-getter and has very high standards of how she wants people to treat her and how she treats others. She gets that from me."



To learn more about Sabine Andraud, please call her directly at (505) 690-4857 or her Coldwell Banker Trails West office at (505) 983-0323, or email her at FrenchSabine@msn.com.

You can also visit www.RealEstatebySabine.com.