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REAL ESTATE

Q&A

Mary Beth Woods

By JACQUELINE PRIMO
Assistant Managing Editor

Mary Beth Woods has more than 40 years' experience in real estate, stemming from a lifelong love of houses and home improvement. Woods, who is the Previews Estates Director with Coldwell Banker in Brentwood, can be seen around the Palisades at **Corpus Christi Catholic Church** in the **Village** or visiting her daughters at their homes in the **El Medio** neighborhood.

She has been honored as one of the Real Estate Industry's "Super Agents" and as a member of **Coldwell Banker's** prestigious "Society of Excellence."

With unparalleled commitment to clients and whole-hearted investment in matching clients with their ideal homes, it is no wonder Woods has been recognized in *The Wall Street Journal* for Top Agents in the U.S. and has been one of the top 25 listing agents on the Westside for properties over \$1 million.

Jacqueline Primo: Tell me about your childhood.

Mary Beth Woods: I grew up on the South shore of Long Island, New York as the eldest of four children. When winter came, the local park had a pond that froze and if the red dot was up, I went and got my ice skates, which I still have. I brought them with me to California!

I went to an all-girls high school, Sacred Heart, and was president of my class, a cheerleader, on the track team, the editor of the sports page for the school paper and a candy striper at the local hospital.

Primo: Where did you go to college and what did you study?

Woods: I went to the College of Mount Saint Vincent in Riverdale. I was determined to be a social worker and studied sociology and psychology. I became a caseworker in New York and worked with foster children and on adoptions. I did the first subsidized adoption in New York, which I am very proud of.

Primo: How did you get your start in real estate and how did your career prog-



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Rich Schmitt/Staff Photographer

ress from there?

Woods: My husband accepted a job offer in California and we bought the littlest house in Brentwood Glen. I always loved houses and when I put the baby to bed—our first of four children—I would remove wallpaper and paint. I was determined to make the home wonderful.

I also thought that after buying this home, I could do what the realtor had done. So I took real estate courses at Santa Monica College and passed the test to get my license while I was pregnant with my second daughter, who now also works in real estate.

Primo: How did you come to work with Coldwell Banker?

Woods: I joined the William Justice firm in Brentwood in 1975. After a few years there, I moved to the Jon Douglas Company where I was until Coldwell Banker bought Jon Douglas, where I still am today. I have been number 15 in Southern California for Coldwell Banker.

Primo: How do you work with a new client who is aiming to buy or sell a home?

Woods: When I meet with a seller or buyer to begin the process of selling their home and finding another one, I am always very interested in why they bought the home they are in and what they loved best about it. I am very curious about what they want not only in a new home, but also where they would like it to be, what activities and schools and job locations are important for the family.

I believe my clients know how much their goals are my goals and that I will work tirelessly to find that special home for them.

I had a great telephone call last year from a past client, a gal who was retired from teaching at **Palisades Charter High School**. She called to say she wasn't sure I would remember her but that I had shown her houses 35 years ago. She said I didn't end up selling her the house she was still in now. Even so, she wanted to know if I could help her sell it as she always remembered how hard I had worked for her.

I took about six months to help her get her home ready to be sold, but when it did come on the market, it sold in multiples.

Primo: What have been some of your favorite projects you have worked on?

Woods: I had a client who moved from Atlanta and called one day after she was settled in her new home and explained Jimmy Carter was going to do his annual Habitat for Humanity build in Los Angeles in 1994. She asked if the Jon Douglas Company would build one of the houses at the South Central Los Angeles location.

Jack Douglas asked if I would chair the project. We had a great party and auction and raised the \$50,000 Habitat needed from each organization to build the home.

My manager **Fran Flanagan** jumped on board and helped make it all happen. **Mark Douglas** from our Palisades office helped to be in charge of the building volunteers.

We were all immensely proud when Jimmy Carter came to inspect the house we built for the family.