

TOP AGENT

MAGAZINE



LORI
AWVE



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Top Agent Lori Awve has a special empathy for her clients who are in the process of buying or a selling a home, because she has moved locally and internationally 10 times. “I have lived in a lot of different places,” she says. “I understand the logistics of moving and the stresses people feel during that time.” It was her own move to Wisconsin that planted the seeds of her real estate career. “We moved here from Canada, where my son had learned to play hockey,” she explains. “We signed up at the local hockey rink and I met my future manager. He saw something in me and said if I ever wanted a career change, to come and talk with him about going into real estate.”







That's exactly what happened 13 years ago, and has been working at Shorewest REALTORS® ever since. Lori is based in West Bend, and serves all of of Washington County with residential real estate services. Rather than specializing in just one area of the business, Lori does a little bit of everything. "It really just depends on each client and what their needs are," she says.

Lori cites her ability to educate clients with flexible communication options, and the way she markets properties as skills that give her a competitive advantage.





“A lot of my clients haven’t been involved in the market in 15 or 20 years,” she explains. “There’s a huge learning curve and a lot of discussion that needs to take place to get them current.” Part of that is getting them used to using today’s technology. “I’ll communicate with my clients however they need me to, whether that’s face-to-face, by text, phone or through email.” Lori’s sellers also enjoy the benefits of having their homes professionally staged and photographed, all at no additional cost.

She enters into every transaction with the intention of creating a win-win situation for clients on both sides of the table. “I set the tone up front that buyers need to work with sellers to get where they want to be, and that sellers have to work with buyers to have a successful closing,” she says. “It’s never ‘us against them.’”

Lori hopes clients remember her for being a genuine person who is dedicated to her work and has their best interests at heart. “I want people to remember me as being there for them during one of the most important times in their lives, and making the transaction as smooth as possible,” she says. “And of course, I would love it if they would refer me to their family and friends.”



Her commitment to her clients hasn’t gone unnoticed. She has been recognized as a 5-Star Real Estate Professional by Milwaukee Magazine for six consecutive years and is nominated for a seventh. She is also a lifetime member of the Shorewest REALTORS® Million Dollar Club, and has been a member of the President’s Club for the past two years. But for Lori, the ultimate reward is helping her clients get from point A to point B and accomplish their goals. “When I see happy tears at the closing table, It’s just the best feeling,” she says. “That means more



than anything, because it's never just a house, it's someone's home.”

Looking ahead, Lori would like to hire an assistant to help handle paperwork and keep track of things in the office while she's out in the field assisting clients.

When she's not working, there's a good chance you'll find Lori walking her German Shepherd, or joining her husband for an exciting motorcycle ride. She also loves to spend time with her grandchildren, and travel with her husband to their vacation home in Arizona.

To learn more about Lori Awve of Shorewest REALTORS®, call 262.689.8143, email lawve@shorewest.com or visit lori.shorewest.com