



## 2017 WHO'S WHO IN BOSTON RESIDENTIAL REAL ESTATE



### Joanna SCHLANSKY

Joanna Schlansky's devotion to her clients is unparalleled. Whether they're first-time buyers, sellers who are downsizing or relocating, builders, or investors, she commits to them fully by tailoring her process and solutions to best fit their needs. As a top-producing Realtor, Schlansky specializes in properties within the Burlington, Bedford, Billerica, Lexington, Chelmsford and surrounding towns around the hub of routes 128 and 93.

Throughout Schlansky's 18-year career in real estate, she's relied on the lessons learned from her prior positions: the facilitation, mediation and negotiation skills she acquired at a consulting firm; the communication skills accrued through her work at Deloitte Touche; and the wealth of knowledge she developed working as an immigration and real estate paralegal in New York City. Schlansky has a degree in occupational therapy and spent time working as an OT before making the switch to real estate in order to spend more time at home with her then-newborn daughter. "My passion is to help people, and I wanted to channel that passion. Being a real estate agent could accomplish that," she says.

Even though the current real estate landscape can be a challenge, Schlansky beats every obstacle she approaches with her innovation and perseverance. Just recently, she listed a property that attracted 200 buyers to the open house, which resulted in 33 offers. "Needless to say, the seller was extremely happy with the outcome and equated it to the my customized marketing strategy for their home," she says.

Schlansky was named one of the Top 10 Best Realtors in New England in 2016-17 by the American Institute for Real Estate Professionals. She is also a Certified Buyer Representative, a Senior Real Estate Specialist and a Certified Residential Specialist, a prestigious designation given to only 3 percent of Realtors in the country.

Schlansky is loyal to her past clients and the neighborhoods in which she works. She volunteers her time for local charities, serves as a committee member for People Helping People and works in the local food pantry. She also makes it a priority to donate time and money to local organizations like the Little League baseball team, and the police and fire departments. Every year, she rents a snow cone truck and gives away free snow cones to the kids in her town. "I am a strong believer in giving back to my community," she says.

**JOANNA SCHLANSKY**

REALTOR

SHOWCASE OF HOMES, REALTORS