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CONTACT: Emily Bingaman
McFadden/Gavender Advertising
Office: (520) 882-6262 Cell: (520) 730-0427
emily@mcfaddengavender.com

The Real Estate Dream Team

The Mehalic-Halle Team Was Beating the Odds Even in the Down Housing Market

Tucson, AZ (8/10/07) – Nikki Mehalic-Halle started her real estate agency, Windermere Distinctive Homes and Lands, with a passion for real estate and achieving unsurpassed results. With these ingredients she crafted a recipe for success in an unpredictable industry where few succeed and many fail.

Windermere Distinctive Homes and Lands operates as a boutique real estate agency in Northwest Tucson. Owned by Nikki Mehalic-Halle, the agency has earned the accreditation of the number one brokerage in Northwest Tucson. **During a period which most real estate experts consider a below average market, the Mehalic-Halle team has had a positive, record-breaking year with monumental sales, despite the tremendous odds they faced, such as falling sold prices, longer wait in market, and buyers that aren't in any kind of hurry.**

“Even in an unpredictable market, a quality home sells. We stay educated on the current market and trends and serve our clients to the very best of our ability. Our results speak for themselves,” said Mehalic-Halle.

Distinctive Homes and Land generated a very impressive resume this year. **In May 2007, the team sold the most expensive home in Tucson, a home in Marana's Saguaro Ranch, for \$4.95 million. They have also sold the two most expensive lots in Pima Canyon at an unprecedented \$1.5 million and \$1.3 million. In addition, Stone Canyon's most expensive home was sold by Distinctive Homes and Land for \$3.85 million.**

As the number one brokerage in Northwest Tucson, Windermere Distinctive Homes and Land boasts 364 listings on the market. **Currently, only halfway into 2007, their volume of sales totals \$231,083,455 – a staggering number that is far above the rest. The next closest in volume is Long Realty, which measures up short with only \$149,040,388.** The average sale price for Distinctive Homes and Land rests at a respectable \$634,845.

Since opening in 2004, Windermere Distinctive Homes and Land continues to lead Northwest Tucson, beating out national realtors like Long Realty, Re/Max, and Coldwell Banker in sales volume, an indicator that Mehalic-Halle's leadership and dedication to customer service is unbeatable and unmatched.

"As a smaller, boutique real estate broker, it's about being honest, working as a team, providing superior customer service, trust, and commitment. We conduct business by these values, and I think that's what makes us so successful," notes Mehalic-Halle.

Windermere Distinctive Homes and Land consists of 40 agents and support professionals. The range of homes they sell is from the \$150,000's to \$5 million. Agents devote the same time and dedication to every home they take on.

Nikki is leading the 40 agents in her brokerage and, at the same time, gives so much back to the community. She challenges her agents to live their lives the same way.

Nikki is on the board of The Bruce T. Halle Family Foundation and participates in numerous philanthropic organizations including Youth on Their Own, Amphitheater School District's Back Pack Back to School Program, New Beginnings and the Tucson Symphony Orchestra.

ABOUT WINDERMERE DISTINCTIVE HOMES AND LAND

Owned by Nikki Mehalic-Halle, Distinctive Homes and Land, a Windermere franchise, specializes in real estate in the Tucson area, most notably in the Northwest. The boutique real estate company is home of The Mehalic-Halle Team, and has garnered the ranking of #1 real estate company in Northwest Tucson. With more than \$231 million in active, pending and sold volume to date in 2007 at an average price of \$634,845, Distinctive Homes and Land attributes its success to their knowledge of the market and a direct focus on customer service. Mehalic-Halle's experienced team consists of 40 talented real estate and support professionals. Mehalic-Halle and her team of agents are members of local, state, and national professional associations, including the Tucson Association of REALTORS®. Mehalic-Halle is also a tremendous philanthropist, sitting on several charitable boards, including The Bruce T. Halle Family Foundation. Her focus is to lead by example and she challenges her agents to live the same. To contact Windermere Distinctive Homes and Land, please call the office at (520) 797-1771, or toll free at 1-800-797-1771 or online www.distinctivehomesandland.com.

Interviews & Video Opportunities

- **Nikki Mehalic-Halle, owner, Windermere Distinctive Homes and Land**
- **Luxury homes**