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A Passion for Positive Results

Keller Williams Realtor Carie Ann Ochsenreither uses her enthusiasm, competitiveness, and negotiating prowess to deliver for buyers and sellers, time and time again.

by **Matt Cosentino** | photos by **Alison Dunlap**

THE PROCESS OF BUYING A HOME CAN BE ONE OF THE MOST STRESSFUL EXPERIENCES OF A PERSON'S LIFE, ESPECIALLY AT THIS MOMENT IN TIME. A buyer's journey might often include dozens of house tours, unsuccessful offers, and uncertainty over when and how the search will end.

Carie Ann Ochsenreither doesn't see it that way. With her dogged work ethic, calm demeanor, and optimistic nature, she is able to keep her clients on an even keel, confident that the right outcome will present itself. After all, in all her years of experience as a trusted Realtor, it always has.

"It's not stressful for me, because I enjoy every aspect of the buying process, and I know what the end result is and how happy they're going to be," she says. "It's never pressure for me; it's pure enjoyment, and that's why I love to do it."

"I have a passion for selling homes and for helping people find their dream homes," she continues. "I believe that your home is your sanctuary. It's where you come after a long day, and it's where your family is. One of the most important things is your surroundings, so I like to find that for people."

Ochsenreither's interest in real estate dates back to her previous career as a dental instructor at Manor College, when she was active in investment properties and offered her interior design and decorating skills to friends and colleagues, free of charge. As much as she enjoyed teaching, she felt the pull of real estate. Once she found the inspiration to give it her full attention, she never looked back.

As a Realtor with Keller Williams of Doylestown and New Hope, Ochsenreither focuses on Central Bucks County and is licensed in both Pennsylvania and New Jersey. She also works with in Center City, as well as in Montgomery, Delaware, and Lehigh counties, and will assist clients in Central Jersey and the Jersey Shore as well. Her vow: "I will travel to accommodate my clients, wherever they want to go."

Ochsenreither thrives as a luxury agent at Keller Williams, though she enjoys working with clients of all types, including first-time



"My clients become like family."

— Carie Ann Ochsenreither, Keller Williams

buyers, renters, investors, and retirees looking to downsize. Her fondness for helping others has drawn her to all aspects of the field, which, in turn, has fed her success.

She believes now is a perfect time to begin the process of hunting for a new home, even with heightened interest rates. The intense competition for houses that was common over the past several years has waned a bit, allowing buyers more breathing room to find the right place at the right price.

"I have a ton of clients right now," she says. "Everyone is back to school, so they're trying to get in before the holidays. They want to get into their forever home before Thanksgiving and Christmas. I always do a lot of sales in the fall."

Committed to staying up to date on all of the latest trends and attuned to the wants of discerning buyers, Ochsenreither leverages her knowledge of local markets to create an advantage for her clients. She has developed

strong working relationships with other Realtors and allied service providers, both in her office and beyond. She is also known as a skilled negotiator who strives to get buyers or sellers the best deal possible.

"I don't like to lose," she says. "I'm very competitive, and if I know it's something my clients want, I'll go to the ends of the earth to make sure they get it."

Although Ochsenreither can be a bulldog at the negotiating table, she describes herself as easygoing and quick to lend a hand to those in need. She is involved in a number of charitable causes through Keller Williams, and on her own is especially proud of supporting various organizations devoted to the care and protection of animals.

When not working, she can often be found participating in local events, such as the Scarecrow Festival at Peddler's Village in New Hope this autumn. She also loves spending time outdoors with her husband, Willow Grove dentist Steve Ochsenreither, D.M.D., who often refers patients who are in the market for a new home to his wife.

"We support each other in our passions," she says, "and we both love what we do."

As for the countless clients she has guided through the process and into their dream homes, those relationships tend to keep going even after the transaction has reached its end. Once they realize how much time and effort Ochsenreither puts into their happiness, they want her to remain part of their lives.

"A lot of my clients end up being my friends," she says. "I helped someone move from L.A. to this area, and now we're best friends. My clients become like family. I still have a nice rapport with them after the fact. That makes my career very fulfilling." ■

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