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Realtor of the week: Ansari's focus includes River Oaks, West U., Montrose areas

By Rebecca Maitland, homes correspondent Published 4:42 pm, Thursday, March 30, 2017



Cameron Ansari

Realtors bring many benefits, skills and experience to the table, and work with clients one on one, something that the internet, algorithms or apps cannot do.

"People are often surprised what hands-on experts bring to the process," said Cameron Ansari, a Realtor with Greenwood King Properties.

Ansari, who is British, has called Houston home for more than three decades.

Prior to real estate, Ansari graduated with a degree in economics from the London School of Economics, and worked as a sales representative for a company offering high-end products.

"One of the people I most admired who went to the same boarding school as I was a Houston real estate agent. When he died, his widow encouraged me to go into the business, knowing that I had the people skills and marketing background to do well. I took her advice and have never looked back. I love this industry and what I do," Ansari said.

Ansari's main focus area is in his home territory, which is inside the Loop, particularly River Oaks, West University, Upper Kirby, River Oaks Shopping Center area and Montrose.

"I love the quality of architecture in River Oaks and enduring value of the land, which can't be replaced. Also, it is always a good time to buy in River Oaks, where value rarely goes down. Activity may lessen, but value does not," Ansari said.

Moreover, Ansari partners with his wife, Teresa Byrne-Dodge, who is also a Realtor, and they are a good team at Greenwood King Properties. Her proficiency with writing, publishing and marketing helps buyers and sellers in marketing their luxury homes.

Ansari is known for being detail oriented, being calm and polite even under pressure, speaking three languages, and having highly honed negotiation skills. The majority of his clients are high-end international clients who expect a high level of customer service, which Ansari is known to provide.

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