

Taking the Cookie-Cutter out of Real Estate: Freestyle All the Way



Suzanne Kunda

Trust. If there is one message you leave with after talking to Suzanne Kunda, Broker and Owner of Freestyle Real Estate, it is trust. Located on Swamp Pike in Gilbertsville, Pennsylvania, Freestyle Real Estate was founded in 2009 by Suzanne as an alternative to big-box real estate agencies. "At Freestyle, we are 100 percent committed to listening to our clients and creating a meaningful, long-lasting relationship. We want to be REALTORS®

you can trust not just today, but 5, 10 years from now. That is our top priority," shares Suzanne.

Freestyle Real Estate services cater to both sellers and buyers. For those selling, their marketing plan not only includes visibility on all MLS websites, but also professional photography, individualized marketing materials, virtual tours of the property, and a client's very own Infobook. "Our infobook is a huge hit among our sellers. It includes information on the property, plot maps, neighborhood features, school information and tax data. It answers questions prospective buyers typically have when considering a property," explains Suzanne.

For buyers, Freestyle agents really take the time to listen to a client's wants and needs. It is all about becoming a trusted partner. "We go over their wish list, we ensure they are working with a lender that works for them as well as other vendors. We want our clients to truly love the home they buy and, most importantly, know that they can trust us because we have their best interest at heart," says Suzanne.



Broker and Owner, Suzanne Kunda (bottom left), Director of Marketing, Ellie Trovato (middle), Agents, Rachel Hartline, Kathy Merkel, Sue Cusumano (top right), Janice Kutt (top left).

Adaptability is another element that sets Freestyle agents apart. The real estate market changes daily, greatly impacting client needs and results. Working with an agent who listens and understands client needs, wants, goals and concerns is important now more than ever. "Finding an agent is easy, but finding an agent that delivers on promises, provides exceptional services and has the knowledge and experience to get you the results you need is Freestyle," clarifies Suzanne.

Ellie Trovato, Freestyle's Director of Communications, teases upcoming news for Freestyle Real Estate that will take their exceptional service ever higher. "Real estate agencies are a dime a dozen nowadays. At Freestyle, we shy away from the transactional approach and focus on building relationships and being a one-stop-shop for our clients. Think of us as the new real estate concierge for the Tricounty area and beyond," shares Ellie.

Whether you are buying your dream home or selling the property you've called home for years, Freestyle agents are committed to providing their clients with exceptional service and becoming a trusted partner (and friend!). If you'd like assistance selling your home or finding a place that fits your wants and needs, Freestyle Real Estate can be reached at 610.845.1800 or by checking out their website at www.freestylere.com.



Agents at the Rock the Block event in Pottstown on April 13, 2019 (left to right: Suzanne Kunda with her daughter, Kathy Merkel, Rachel Hartline with her daughter).