

# TOP AGENT

MAGAZINE



**MISSY WATTS**



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When it comes to buying and selling real estate, it pays to have an experienced agent by your side. Missy Watts is exactly that, having lived in Thurston County since 1998 and completing hundreds of

transactions since obtaining her license in 2005. She is a true people person, only wanting what is best for her clients, and never stopping until they're satisfied. Missy came to Washington after living



abroad and serving in the U.S. Army as an Arabic linguist. “Real estate was not unfamiliar to me at the time, as I had also sold real estate in two other states beforehand,” she explains. She began working with her current broker, assisting him with marketing. But she soon realized she wanted to get back into real estate, so she helped him open Greene Realty Group, becoming the first agent at the new brokerage.

Today she leads her own team called

Watts Property Group at Greene Realty. At this point in her career, Missy’s clientele largely consists of referrals, as she’s developed lasting relationships with those she serves. “My clients know I am really looking out for them, and not just trying to sell them a home,” she explains. “I don’t consider myself a salesperson at all. I really am an advocate for my buyers and sellers, protecting them at every step.” Missy tends to every detail of a transaction, making sure no stones are left unturned. This even includes an avoidance



of ‘dual agency,’ meaning she will never represent a buyer and a seller on the same transaction, as it could cause a conflict of interest. She’s developed a reputation for delivering exceptional service, and received the Certified Residential Specialist Designation, which is only granted to about 3% of brokers nationwide. “It’s a designation you have to earn, and it gives me access to a network of brokers





so I can refer my clients to other agents when they're moving to a new state," she explains.

Clients leave each transaction knowing Missy did everything possible to meet their needs. One recently said, "Missy was great. She helped us throughout the entire home-buying process, alerting us to houses that might interest us, patiently taking us on home tours, answering all of our questions, etc. She exhibited the highest degree of





professionalism and knowledge of the Thurston County real estate market (based on her many years of experience). She was extremely responsive and patiently answered our many questions. We'd hire her again in a heartbeat."

Currently in an expansion phase of her business, Missy is growing her team and hoping to help more people with their real estate goals. She aims to offer a boutique-style service to her clients, staying hands-on throughout the transaction and afterwards. "My tagline is I offer a 1950s work ethic partnered with modern technology," she explains. "I really pride myself on my work ethic, communication style and being available to my clients."

She finds it incredibly rewarding to guide and support them, removing the stress from this journey. "Real estate is such a big part of us. It's the home we live in, where we make memories, and it really shapes every aspect of our lives. So I love to help people make good choices."

For more information about Missy Watts,  
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