

Sonoita, AZ – About Charlie

Experience



As an agent who's an expert in this local area, I bring a wealth of knowledge and expertise about buying and selling real estate here. It's not the same everywhere, so you need someone you can trust for up-to-date information. I am eager to serve you.

I began my career as a licensed real estate broker in the 1990's in Steamboat Springs, CO. My partner and I had a business that brokered local and Colorado businesses with annual sales up to \$20,000,000 as well as listing and selling commercial real estate. During those years, I pursued my CCIM designation and I also served as one of two business consultants at the SBDC affiliated with the local community college.

Looking for a better year round climate in the late 1990's, we were directed to the Mountain Empire communities of Sonoita, Elgin and Patagonia. We moved here in the spring of 1999 and have never looked back! The climate is great. The people are great. And the vistas, sunrises and sunsets are to die for.

Initially, my Arizona real estate career involved commercial real estate and some business brokerage in the Tucson area.

When the other person in the real estate office we opened in Sonoita decided to retire from real estate, I began to spend more time in my community. Over the years I have sold ranches, luxury homes, horse properties and vacant land ranging in size from under 1/2 acre to several hundred acres. The best part of my business is the people I meet. With rare exception they have been wonderful and have contributed to the community.

I look forward to sharing my knowledge and expertise with you whether it is buying or selling real estate. I'm a great negotiator who subscribes to the "win-win" concept and I'm pretty good at marketing for an engineer. When I am not selling real estate, I can be found on the homestead ranch my wife and I own in Elgin and share with our dog, two horses and various cattle. We also love to travel to be with our grandchildren and visit exciting places.

Here are some sites you might like to investigate if you are buying real estate in the Sonoita area:

[National Association of REALTORS® Code of Ethics](#)

[Arizona Department of Real Estate](#)

[Keller Williams International](#)

[Keller Williams Southern Arizona-Kolb La Play Market Center](#)